

Certificate of Need Application

October 16, 2009

Project No. 4427 RS

Vintage Gardens Assisted Living

Establish 45-bed ALF

Submitted to:

Missouri Health Facilities Review Committee



Certificate of Need Program

NEW OR ADDITIONAL LONG TERM CARE BED APPLICATION*

Applicant's Completeness Checklist and Table of Contents

Project Name Vinago Gardens Assisted Living: East Residence

No. 4427 RS

Project Description Establish 45 bed ALF

Done Page N/A Description of CON Rulebook Contents

Divider I. Application Summary:

- ☒ 2 ☐ 1. Applicant Identification and Certification (Form MO 580-1861).
- ☒ 3-4 ☐ 2. Representative Registration (Form MO 580-1869).
- ☒ 5-16 ☐ 3. Proposed Project Budget (Form MO 580-1863) and detail sheet.

Divider II. Proposal Description:

- ☒ 7-8 ☐ 1. Provide a complete detailed project description.
- ☒ 14 ☐ 2. Provide a legible city or county map showing the exact location of the proposed facility.
- ☒ 15-17 ☐ 3. Provide a site plan for the proposed project.
- ☒ 18-24 ☐ 4. Provide preliminary schematic drawings for the proposed project.
- ☒ 24-25 ☐ 5. Provide evidence that architectural plans have been submitted to the DHSS.
- ☒ 26 ☐ 6. Provide the proposed gross square footage.
- ☒ 26-27 ☐ 7. Document ownership of the project site, or provide an option to purchase.
- ☒ 28 ☐ 8. Define the community to be served.
- ☒ 29-30 ☐ 9. Provide 2015 population projections for the 15-mile radius service area.
- ☒ 31-32 ☐ 10. Identify specific community problems or unmet needs the proposal would address.
- ☒ 33 ☐ 11. Provide historical utilization for each of the past three years and utilization projections through the first three years of operation of the new LTC beds.
- ☒ 34 ☐ 12. Provide the methods and assumptions used to project utilization.
- ☒ 35-41 ☐ 13. Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.
- ☒ 42-45 ☐ 14. Provide copies of any petitions, letters of support or opposition received.

Divider III. Service Specific Criteria and Standards:

- ☐ — ☒ 1. For ICF/SNF beds, address the population-based bed need methodology of fifty-three (53) beds per one thousand (1,000) population age sixty-five (65) and older.
- ☒ 6-6 ☐ 2. For RCF/ALF beds, address the population-based bed need methodology of sixteen (16) beds per one thousand (1,000) population age sixty-five (65) and older.
- ☒ 6-69 ☐ 3. Document any alternate need methodology used to determine the need for additional beds such as LTCH, Alzheimer's, mental health or other specialty beds.
- ☐ — ☒ 4. For any proposed facility which is designed and operated exclusively for persons with acquired human immunodeficiency syndrome (AIDS) provide information to justify the need for the type of beds being proposed.

Divider IV. Financial Feasibility Review Criteria & Standards:

- ☒ 10 ☐ 1. Document that the proposed costs per square foot are reasonable when compared to the latest "RS Means Construction Cost data".
- ☒ 11 ☐ 2. Document that sufficient financing is available by providing a letter from a financial institution or an auditors statement indicating that sufficient funds are available.
- ☒ 10, 11, 14 ☐ 3. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) projected through three (3) years beyond project completion.
- ☒ 10 ☐ 4. Document how patient charges were derived.
- ☒ 10 ☐ 5. Document responsiveness to the needs of the medically indigent.

* Use for RCF/ALF, ICF/SNF and LTCH beds

Divider I. Application Summary

1. Applicant Identification and Certification (Form MO 580-1861)

Attached.

2. Representative Registration (Form MO 580-1869)

Attached.

3. Proposed Project Budget (Form MO 580-1863) and detail sheet.

Attached.



Certificate of Need Program

APPLICANT IDENTIFICATION AND CERTIFICATION

(must match the Letter of Intent for this project, without exception)

1. Project Location (attach additional pages as necessary to identify multiple project sites.)

Title of Proposed Project Vintage Gardens Assisted Living: East Residence		Project Number 4427 RS
Project Address (Street/City/State/Zip Code) 3501 N. Woodbine Road St. Joseph, MO 64505		County Buchanan

2. Applicant Identification (information must agree with previously submitted Letter of Intent)

List All Owner(s): (list corporate entity) Address (Street/City/State/Zip Code) Telephone Number

Vintage Park of St. Joseph, LLC	4001 BayPointe Drive, St. Joseph, MO 64506	816-617-2112

List All Operator(s): (list entity to be licensed or certified) Address (Street/City/State/Zip Code) Telephone Number

Vintage Senior Living, Inc.	4001 BayPointe Drive, St. Joseph, MO 64506	816-617-2112

3. Ownership (Check applicable category)

<input type="checkbox"/> Nonprofit Corporation	<input type="checkbox"/> Individual	<input type="checkbox"/> City	<input type="checkbox"/> District
<input type="checkbox"/> Partnership	<input type="checkbox"/> Corporation	<input type="checkbox"/> County	<input checked="" type="checkbox"/> Other: LLC

4. Certification:

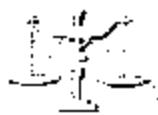
In submitting this project application, the applicant understands that:

- (A) The review will be made as to the community need for the proposed beds or equipment in this application;
- (B) In determining community need, the Missouri Health Facilities Review Committee (Committee) will consider all similar beds or equipment within;
- (C) The issuance of a Certificate of Need (CON) by the Committee depends on conformance with its Rules and CON statute;
- (D) A CON shall be subject to forfeiture for failure to incur an expenditure on any approved project six (6) months after the date of issuance, unless obligated or extended by the Committee for an additional six (6) months;
- (E) Notification will be provided to the CON Program staff if and when the project is abandoned; and
- (F) A CON, if issued, may not be transferred, relocated, or modified except with the consent of the Committee.

We certify the information and data in this application as accurate to the best of our knowledge and belief by our representative's signature below:

5. Authorized Contact Person (attach a Contact Person Correction Form if different from the Letter of Intent)

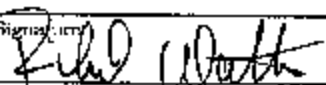
Name of Contact Person Richard D. Watters		Title Attorney
Telephone Number 314-621-2939	Fax Number 314-621-6844	E-mail Address rdwatters@dashlybaer.com
Signature of Contact Person 		Date of Signature 10/15/09



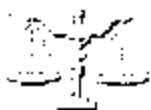
Certificate of Need Program

REPRESENTATIVE REGISTRATION

(A registration form must be completed for **each** project represented)

Project Name Vintage Gardens Assisted Living: East Residence		Number 4427 RS
(Please type or print legibly)		
Name of Representative Richard D. Watters		Title Attorney
Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other) Lashly & Baer, P.C.		Telephone Number 314-621-2939
Address (Street/City/State/Zip Code) 714 Locust St. Louis, MO 63101		
Who's interests are being represented? (If more than one, submit a separate Representative Registration Form for each.)		
Name of Individual/Agency/Corporation/Organization being Represented Vintage Park of St. Joseph, LLC		Telephone Number 816-617-2112
Address (Street/City/State/Zip Code) 4001 BayPointe Drive St. Joseph, MO 64506		
Check one. Do you: <input checked="" type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Neutral		Relationship to Project: <input type="checkbox"/> None <input type="checkbox"/> Employee <input checked="" type="checkbox"/> Legal Counsel <input type="checkbox"/> Consultant <input type="checkbox"/> Lobbyist <input type="checkbox"/> Other (explain):
Other information: _____ _____		
<p>I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in §105.478, RSMo.</p>		
Original Signature 		Date 10/15/09

MO-200-1835 (1-01)



Certificate of Need Program

REPRESENTATIVE REGISTRATION

(A registration form must be completed for **each** project represented)

Project Name: Vintage Gardens Assisted Living: East Residence	Number: 4427 RS
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(Please type or print legibly)

Name of Representative: Margaret Scavotto	Title: Attorney
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Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other): Lashly & Baer, P.C.	Telephone Number: 314-621-2939
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Address (Street/City/State/Zip Code): 714 Locust St. Louis, MO 63101
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Who's interests are being represented?
(If more than one, submit a separate Representative Registration Form for each.)

Name of Individual/Agency/Corporation/Organization being Represented: Vintage Park of St. Joseph, LLC	Telephone Number: 816-617-2112
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Address (Street/City/State/Zip Code): 4001 BayPointe Drive St. Joseph, MO 64506

Check one. Do you:

- ☒ Support
☐ Oppose
☐ Neutral

Relationship to Project:

- ☐ None
☐ Employee
☒ Legal Counsel
☐ Consultant
☐ Lobbyist
☐ Other (explain):

Other information:

I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in §105.478, RSMo.

Original Signature: 	Date: 10/15/09
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Certificate of Need Program

PROPOSED PROJECT BUDGET

Description

Dollars

COSTS:

1. New Construction Costs ***	\$3,273,331
2. Renovation Costs ***	0
3. Subtotal Construction Costs (#1 plus #2)	\$3,273,331
4. Architectural/Engineering Fees	\$125,000
5. Other Equipment (not in construction contract)	120,000
6. Major Medical Equipment	0
7. Land Acquisition Costs ***	200,000
8. Consultants' Fees/Legal Fees ***	17,000
9. Interest During Construction (net of interest earned) ***	146,000
10. Other Costs ****	8,200
11. Subtotal Non-Construction Costs (sum of #4 through #10)	\$616,200
12. Total Project Development Costs (#3 plus #11)	\$3,889,531 **

FINANCING:

13. Unrestricted Funds	\$200,000
14. Bonds	0
15. Loans	3,689,531
16. Other Methods (specify)	0
17. Total Project Financing (sum of #13 through #16)	\$3,889,531 **

18. New Construction Total Square Footage	35,508
19. New Construction Costs Per Square Foot *****	\$92.19
20. Renovated Space Total Square Footage	0
21. Renovated Space Costs Per Square Foot *****	0

* Attach additional page(s) to provide details of how each line item was determined, including all methods and assumptions used.

** These amounts should be the same.

*** Capitalizable items to be recognized as capital expenditures after project completion.

**** Include as Other Costs the following: other costs of financing; the value of existing lands, buildings and equipment not previously used for health care services, such as a renovated house converted to residential care, determined by original cost, fair market value, or appraised value; or the fair market value of any leased equipment or building, or the cost of beds to be purchased.

***** Divide new construction costs by total new construction square footage.

***** Divide renovation costs by total renovation square footage.

Proposed Project Budget Detail Sheet

- 1. New Construction Costs.** \$3,273,331 represents the total new construction costs for the licensed assisted living facility (two stories), plus the finished basement of the building, and swimming pool area. Construction costs do not include the costs to construct the non-licensed portions of the Vintage Senior Living expansion.
- 4. Architectural/Engineering Fees.** \$125,000 represents services provided pursuant to a contract with Creal Clark and Seifert Architects/Engineers, Inc.
- 5. Other Equipment.** \$120,000 will be used to buy furniture, fixtures, and equipment necessary for this new facility.
- 7. Land Acquisition Costs.** \$200,000 represents the allocation of land costs from Applicant's land at the project site to this project.
- 8. Consultants' Fees/Legal Fees.** \$17,000 includes fees for a Phase I EPA study; a Louis Berger Group Corps of Engineers jurisdictional determination; attorneys' fees to review contracts; and legal, filing, appraisal and other fees for underwriting, documenting and closing the loan.
- 9. Interest During Construction.** \$146,000 represents interest during the construction process, based on a 5.25% interest rate for an 18-month construction period on an average amount borrowed of \$1,853,968 during the construction period.
- 10. Other Costs.** \$8,200 represents commitment fees payable to Commerce Bank to establish the loan.

Divider II. Proposal Description

1. Provide a complete detailed project description.

The Vintage Gardens Assisted Living: East Residence will be located on a 17-acre piece of land directly across the street from Applicant's current campus in St. Joseph, Missouri. This campus comprises a licensed 80 bed assisted living facility that consists of two 37 private suite residences (Vintage Gardens Assisted Living: North and South Residences), and an independent living neighborhood called The Villas at Vintage Oaks. The Villas at Vintage Oaks comprises 22 individual 2 bedroom, 2 bath villas laid out like a 1950's-style neighborhood. This is an independent living neighborhood where residents live an active and simple lifestyle with "old school" style.

Vintage Gardens Assisted Living: East Residence will be a 45 bed licensed assisted living facility with 37 private suites, with studio alcoves and one-bedroom apartments. The ground and second floors of this residence will be very similar to the aforementioned Vintage Gardens Assisted Living: North Residence. From an exterior and interior design standpoint, however, the East Residence will have a unique "rustic elegance" feel, which will differentiate it from the other two assisted living facilities on the campus. East Residence will also have many recreational and common areas for the residents to enjoy including a cinema, library and computer center, craft area, a wellness gym with a personal trainer, and a heated indoor pool for aquatic exercise which is fast becoming the exercise of choice for seniors.

The expansion of the Vintage Gardens Assisted Living campus also includes the development of non-licensed space. While this space is not subject to CON approval, or included in the attached Proposed Project Budget or the total square footage, the following description is included to show the development of the campus as a whole. Vintage Senior Living will also expand its independent living community by adding 11 villas to The Villas at Vintage Oaks neighborhood. Eight of these villas will have floor plans similar to the current villas; however, three of the villas will be larger (2800 square feet of living space versus 1500 square feet for the original villas). These new, larger villas will have an extra bedroom and finished walk out basement. Also included in this component of the project will be a "clubhouse" area located in the lower level of the Vintage Gardens Assisted Living: East Residence, for independent living residents. A place is needed for the residents of The Villas at Vintage Oaks to have recreational programs and build relationships. This space fits the bill. It will have a separate outside entrance and the ALF residents will not have access to this clubhouse area.

Applicant will also be building office space for Vintage @ Home, Vintage Senior Living, Inc.'s home care company, and for Vintage Senior Living, Inc. itself, which is the operating company of the entire long term care operation. Finally, Applicant will build an apartment for visiting family members. This apartment will be located in the lower level of the Vintage Gardens Assisted Living: East Residence, and will have a separate outside entrance and the ALF residents will not have access to this area. The Vintage @ Home office space and family apartment are not subject to CON approval and are not included in the Proposed Project Budget or total square footage.

Vintage Senior Living was born out of a love and appreciation for seniors. Our philosophy can be summed up in three words: Create, Treat, and Exceed. Those three words describe our past, our present, and our future. They drive everything we do.

* Every day we CREATE a restorative environment where our residents will have every opportunity to get stronger, get healthier, and get connected.

* In every single interaction, we TREAT everyone with respect, kindness and concern.

* Finally, we constantly look for opportunities to EXCEED our residents' and family members' expectations.

Vintage Senior Living has been committed to those three words in St. Joseph for almost a decade, and has developed a reputation for giving exemplary care in a warm, friendly, and home-like residence. The East Residence will enable Vintage Senior Living to provide this exemplary care to more seniors.

2. Provide a legible city or county map showing the exact location of the proposed facility.

Attached.

3. Provide a site plan for the proposed project.

Attached.

4. Provide preliminary schematic drawings for the proposed project.

Attached.

5. Provide evidence that architectural plans have been submitted to the DHSS.

Please see attached letter from Joe Freudenthal, Principal of Vintage Senior Living, to Tracy Cleeton, Program Specialist with the Missouri Department of Health and Senior Services.

6. Provide the proposed gross square footage.

The proposed square footage of the licensed ALF portion of this building is 35,508. This includes the portion of the non-licensed mechanical space allocated to the ALF. The total proposed square footage does not include 7,645 square feet of non-licensed space located in the basement of the ALF building (Villas clubhouse; storage; Vintage Senior Living and Vintage at Home office space; visitor apartments).

7. Document ownership of the project site, or provide an option to purchase.

See attached warranty deed.

8. Define the community to be served.

The Vintage Gardens Assisted Living campus is located in the northeast quadrant of St. Joseph, MO in Buchanan County. Over the past nine years, a large majority of Applicant's ALF residents have come from Buchanan County itself, with the remaining residents mainly coming from Andrew County, Dekalb County, or Clinton County. As noted in the attached letter of support from Nancy Gaerdner, daughter of a current resident, a number of residents come from rural communities outside of the 15-mile radius. Some residents have even come from out of state.

9. Provide 2015 population projections for the 15 mile service area.

The 2015 65+ population projections by zip code have not yet been released by the Missouri Department of Health and Senior Services Bureau of Health Informatics. The 2010 data from the Bureau of Health Informatics projects a total of 14,502 people over age 65 within the 15 mile radius. These projections are attached.

Because the Bureau of Health Informatics' 2015 data is not yet available, applicant used 2015 population projections from the Missouri Office of Administration (MOA), in order to calculate a projected over-65 population for the 15-mile radius. The MOA data is also attached.

First, Applicant used the MOA data to determine the over-65 population in the five counties included in the 15-mile radius projected for 2010:

Age group	Andrew	Buchanan	Clinton	Dekalb	Holt
65-69	724	3397	966	529	268
70-74	530	2784	725	370	208
75-79	418	2386	586	317	204
80-84	329	1923	438	257	151
85+	374	2054	609	218	195
Total 65+	2375	12,544	3324	1691	1026

Next, Applicant used the MOA data to determine the over-65 population in each county, projected for 2015:

Age group	Andrew	Buchanan	Clinton	Dekalb	Holt
65-69	893	4212	1109	540	327
70-74	647	3100	887	482	248
75-79	450	2415	647	304	179
80-84	314	1830	513	243	152
85+	371	2125	657	226	183
Total	2675	13,682	3813	1795	1089

Using the Bureau of Informatics' 2010 over-65 projections for the zip codes within each county the Applicant determined the percentage of each county's over-65 population that is within the 15-mile radius, and used that percentage to calculate the 2015 over-65 population projections for the 15-mile radius:

Andrew County. Applicant added the over-65 population, projected for 2010 by the Bureau of Health Informatics, within the Andrew County zip codes within the 15-mile radius: 64421 (94 people), 64436 (103 people), 64459 (67 people), 64480 (6 people), 64483 (0 people), and 64485 (1253 people), and $\frac{1}{2}$ of 64505¹ (806 people) for a total of 2,329. Applicant then determined that 98% of the Andrew County over-65 population is within the 15-mile radius, by dividing 2,329 by the MOA 2010 projections of over-65 population for Andrew County: $2,329 / 2375 = .98$. Applicant then applied the same percentage for the projected over-65 population for Andrew County in 2015 to calculate the projected over-65 population within the portion of Andrew County in the 15-mile radius, for 2015: $.98 \times 2675 = 2622$.

Buchanan County. Applicant added the over-65 population, projected for 2010 by the Bureau of Health Informatics, within the Buchanan County zip codes within the 15-mile radius: 64401 (106 people); 64440 (20 people); 64443 (175 people); 64448 (86 people); 64484 (4 people); 64501 (1509 people); 64503 (1527 people); 64504 (1418 people); 64505 (806 people); 64506 (4168 people) and 64507 (2142 people) for a total of 11,961. Applicant then determined that 95% of the Buchanan County over-65 population is within the 15-mile radius, by dividing 11,961 by the MOA 2010 projections for over-65 population for Buchanan County: $11,961 / 12,544 = .95$. Applicant then applied the same percentage for the projected over-65 population for Buchanan County in 2015 to calculate the projected over-65 population within the portion of Buchanan County in the 15-mile radius, for 2015, by multiplying the MOA 2015 over-65 projections for Buchanan County by .95: $13,682 \times .95 = 12,998$.

Clinton County. Applicant took the over-65 population, projected for 2010 by the Bureau of Health Informatics, for the zip code within Clinton County that is within the 15-mile radius: 64454 (50 people), and determined that 1.5% of the Clinton County over-65 population is within the 15-mile radius, by dividing 50 by the MOA 2010 projections for the over-65 population for Clinton County: $50 / 3324 = .015$. Applicant then applied the same percentage for the projected over-65 population for Clinton County in 2015 to calculate the projected over-65 population within the portion of Clinton County that is within the 15-mile radius, for 2015, by multiplying the MOA 2015 over-65 projections for Clinton County by .015: $3813 \times .015 = 57$.

Dekalb County. Applicant took the over-65 population, projected for 2010 by the Bureau of Health Informatics, for the zip codes within Dekalb county that are within the 15-mile radius: 64422 (5 people); 64430 (82 people); 64490 (52 people); and 64494 (11 people), for a total of 150. Applicant then determined that 8.9% of the Dekalb County over-65 population is within the 15-mile radius, by dividing 150 by the MOA 2010 projections for over-65 population for Dekalb County: $150 / 1691 = .089$. Applicant then applied the same percentage for the projected over-65 population for Dekalb County in 2015 to calculate the projected over-65 population within the portion of Dekalb County within the 15-mile radius, for 2015, by multiplying the MOA 2015 over-65 projections for Dekalb County by .089: $1795 \times .089 = 160$.

Holt County. Applicant took the over-65 population, projected for 2010 by the Bureau of Health

¹ While the information provided by the Bureau of Health Informatics lists 64505 (1612 people) as in Buchanan County, after consulting maps showing the zip code boundaries, Applicant determined that $\frac{1}{2}$ of 64505 is in Buchanan County and $\frac{1}{2}$ of 64505 is in Andrew County.

Informatics, for the zip code within Holt County that is also within the 15-mile radius: 64473 (12 people), and determined that 1.2% of the Holt County over-65 population is within the 15-mile radius, by dividing 12 by the MOA 2010 projections for the over-65 population for Holt county: $12 / 1026 = .012$. Applicant then applied the same percentage for the projected over-65 population for Holt County in 2015 to calculate the projected over-65 population within the portion of Holt County that is within the 15-mile radius, for 2015, by multiplying the MOA 2015 over-65 projection for Clinton County by .012: $1089 \times .012 = 13$.

The total over-65 population, projected for 2015, within the 15-mile radius, is: $2622 + 12,998 + 57 + 160 + 13 = 15,850$.

10. Identify specific community problems or unmet needs the proposal would address.

There is an unmet need for assisted living beds in the St. Joseph, MO area. For more than a decade, Vintage Senior Living has been committed to providing quality assisted living care based on love and appreciation for seniors. From this commitment has developed a reputation for exemplary care provided in a friendly, home-like community. This has caused the demand for Applicant's services to exceed supply.

According to the Certificate of Need Program's six-quarter occupancy statistics, Applicant's assisted living beds have had an average occupancy of 98.2% for the past six quarters. Both of applicant's assisted living facilities are currently full with a waiting list, and Applicant has had to turn away approximately 30 prospects over the past year. Attached are numerous letters of support from individuals who had to wait, or are currently waiting, to move into Vintage Senior Living's assisted living space. For example:

- A physician recommended Vintage Senior Living to Mike Horne's mother-- but it is not possible for her to move into Vintage Senior Living because it is currently full.
- Esther Bauman had to move in with her son and his family while waiting for an opening.
- Mr. and Mrs. Albers wish to move in to Vintage Senior Living but are currently on the waiting list.
- Fred E. Potts IV, M.D., a practicing Internist in St. Joseph, wrote: "I personally know of 4 patients who were unable to move in to Vintage due to a waiting list."

As Member of Congress Sam Graves expresses in his letter of support, there is a strong need for assisted living services in the St. Joseph area as a whole. Almost 8% of the population of the St. Joseph, MO region is age and income qualified for assisted living services. Judy Richmond, a social worker with Hands of Hope Hospice, wrote: "As a social worker, one of my jobs is to locate placement options for elderly patients. Often times when looking for an assisted living placement not only at Vintage, but also other facilities, I find no apartments are available. From my experience, St. Joseph has a shortage of assisted living apartments."

Vintage Senior Living recently conducted surveys, which revealed that its competitors that provide private-pay assisted living are also currently full. In fact, Living Community of St. Joseph, with a reported six-quarter occupancy rate of 83.7%, is full—as are the two facilities in the radius with the lowest reported occupancy rates (Meadowview Residential Care, 46.6%; and

Carriage Square Residential Care, 51%). In addition, Saxton's County Villa, a 100-bed ALF with a reported six-quarter occupancy rate of 65.1%, has no private rooms available, and only 5 semi-private beds available. The discrepancy between their occupancy rates and their claims of being full is explained by the fact that many of their beds are unavailable for one or more reasons (e.g. the second bed in a 2-licensed bed room). The Applicant also believes that its strong occupancy rate, despite CON statistics that say the 15-mile radius has excess beds, is explained by the fact that its residents come from an area much larger than the 15-mile radius.

Simply put, the demographics and the historical results point to demand and need for more private-pay assisted living in the St. Joseph, MO area, and Vintage Senior Living is prepared to fill that need with the East Residence.

In addition, the new project will enhance all residents' quality of life by adding an indoor swimming pool for aquatic exercise and a walking trail around a fishing pond with a park area.

11. Provide historical utilization for each of the past three years and utilization projections through the first three years of operation.

Historical utilization

2007	2008	2009 (through August)
28,696	28,648	19,222

Projected utilization

2011 (July - December)	2012	2013
17,826	41,900	42,506

12. Provide the methods and assumptions used to project utilization.

Applicant plans to open the doors to the Vintage Gardens Assisted Living: East Residence in July 2011. The projected utilization for 2011 was calculated by estimating opening with 21.6% of the suites occupied, and progressing to 70.3% of the suites occupied by the end of 2011. Occupancy would progress in 2012 to 89.2% of the suites occupied by the end of the first quarter, and would reach 97.3% occupancy by the end of June 2012. On average, for 2013, utilization would stay at that level, which is actually a bit lower than Applicant's historical norm. Applicant assumes that, on average, there would be two suites that would be housing couples throughout fill-up. Applicant believes its utilization projections are conservative, considering that the Vintage Gardens Assisted Living: North Residence, which opened in 2002, reached maximum capacity within 12 months.

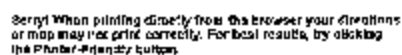
13. Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.

Vintage Senior Living's existing licensed assisted living residences on the campus were a wonderful advantage in planning this project. Valuable input was gathered from a variety of sources including staff, residents, family members, prospects and even other senior living companies. Even though the new project is a very similar footprint to the Vintage Gardens Assisted Living: North Residence, Applicant spoke with its staff about their work flow, any storage issues, and space requirements. Many modifications were made that will increase the efficiency and comfort of Applicant's staff. Applicant also spoke with its residents and their family members about their suites and common areas, and the wellness area. Their input led Applicant to add natural lighting to some of the suites. Overall the residents and families were very happy with the design of the residences. The input of prospects led Applicant to transform some of the larger studio alcove suites into one-bedroom apartments. All parties were excited about adding an indoor swimming pool for aquatic exercise to the wellness area. There is mounting evidence that aquatic exercise is very beneficial to seniors, especially those with crippling arthritis. Applicant traveled to a couple of out-of-state senior living communities that had wonderful indoor swimming pools and jacuzzis, and these visits helped Applicant design this area and the aquatic program.

A notice of this project was also published in the St. Joseph News-Press on September 15, 2009 (Affidavit of Publication attached).

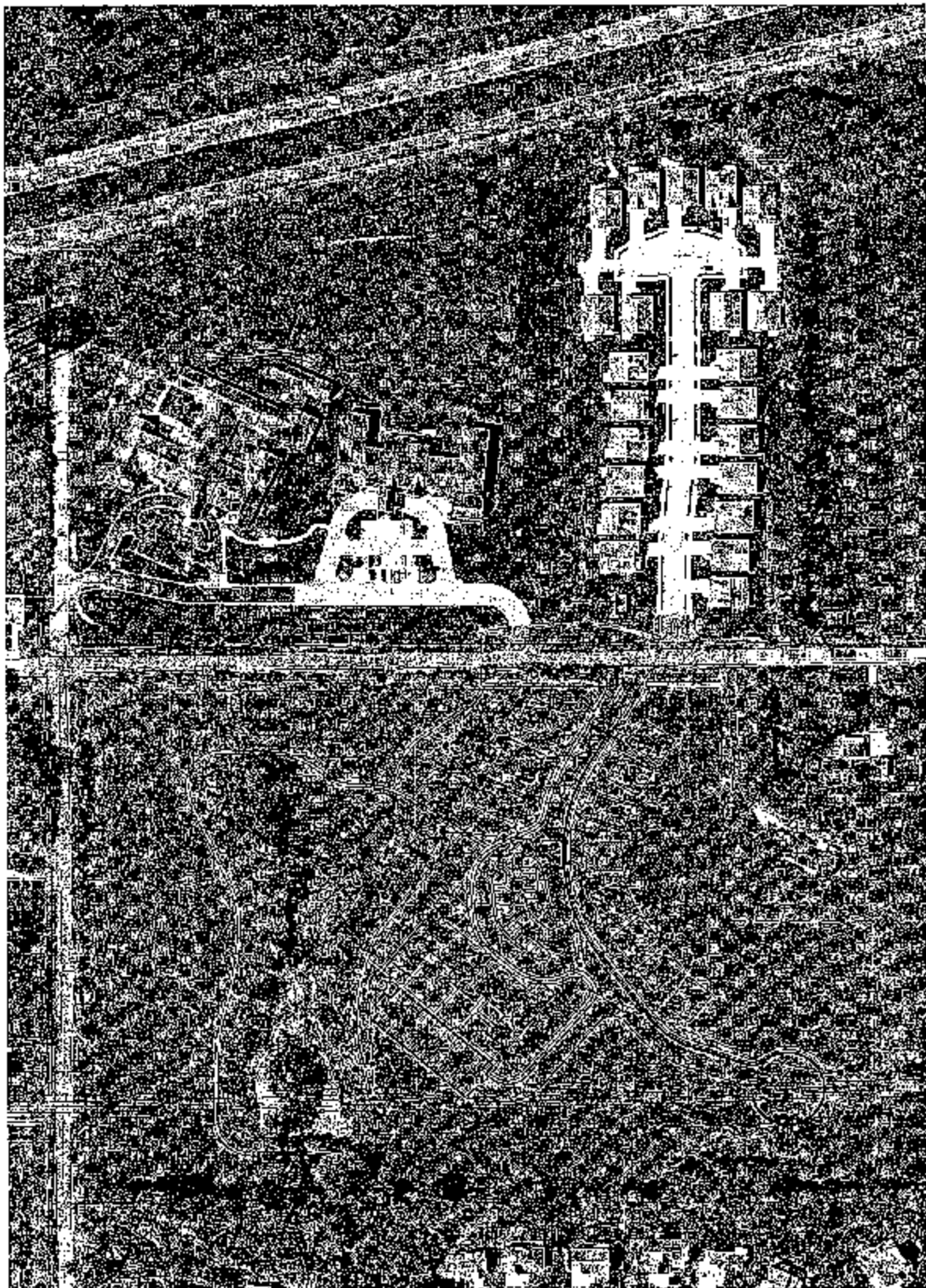
14. Provide copies of any petitions, letters of support or opposition received.

Attached. Additional letters will be forwarded when received.

[illegible]

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Directions and maps are informational only. We make no warranties on the accuracy of the content, road conditions or route usability or effectiveness. You assume all risk of use. MapQuest and its users shall not be liable to you for any loss or delay resulting from your use of MapQuest. Your use of MapQuest means you agree to our [Terms of Use](#)

OVERALL COVER PLAN
1-58



C-20

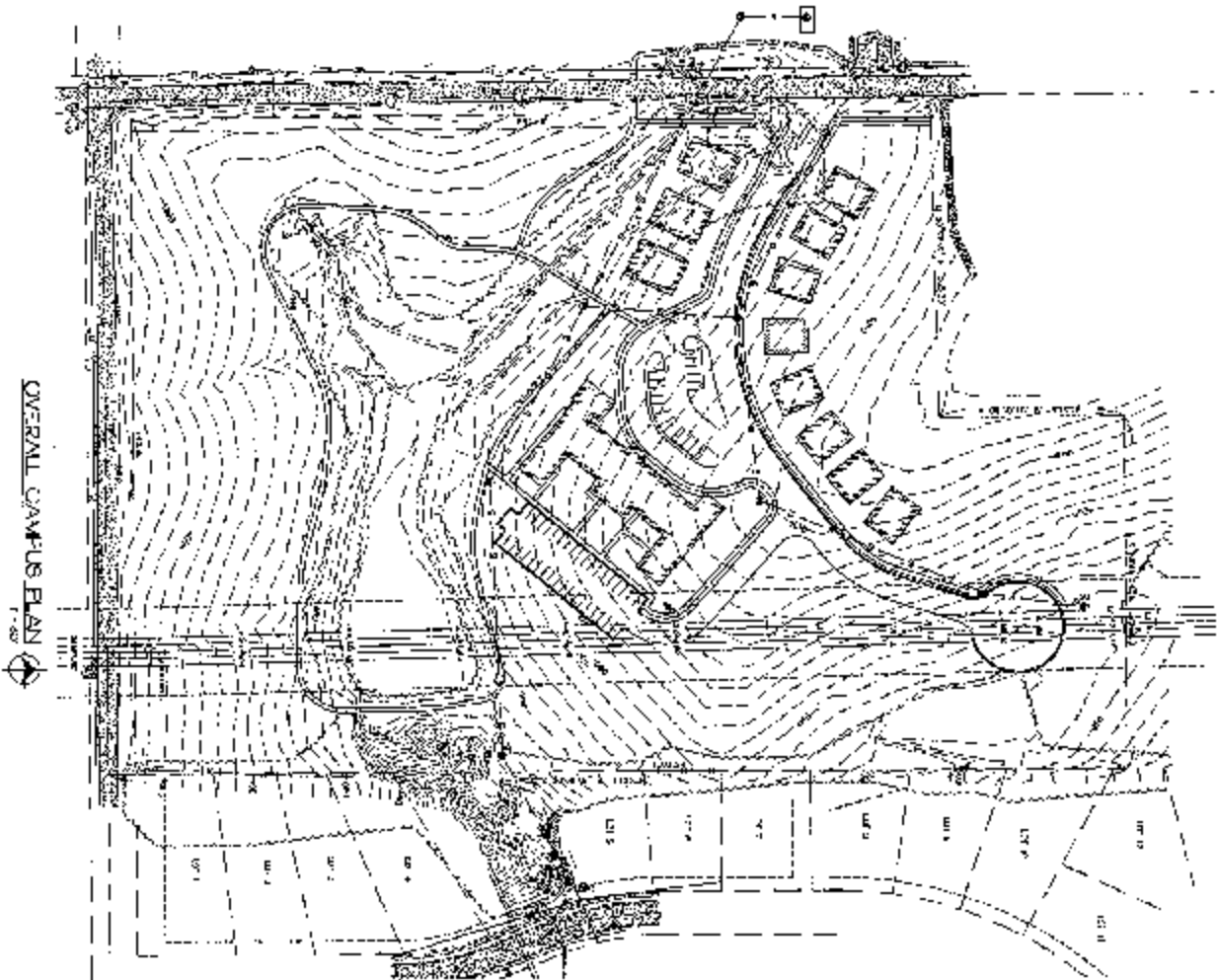
03-04-6

PREPARED FOR
CONSTRUCTION

DATE: 03/03/00
SHEET: 37 OF 41
DRAWING BY: TNA
CHECKED BY: TNA

PACKAGE A
VINTAGE EAST FACILITY
FOR
VINTAGE SENIOR
LIVING, INC.
301 N. WOODBINE ROAD
ST. JOSEPH, MO. 64501

CREAL CLARK & SEIBERT
ARCHITECTS/ENGINEERS, INC.
919 Carley Street • Saint Joseph, Missouri 64501
Phone: 816-264-2435 • Fax: 816-264-0899



OVERALL CAMPUS PLAN



C-20

PROJ. NO. 09-043
SHEET NO. 10
DATE: 08/08/09

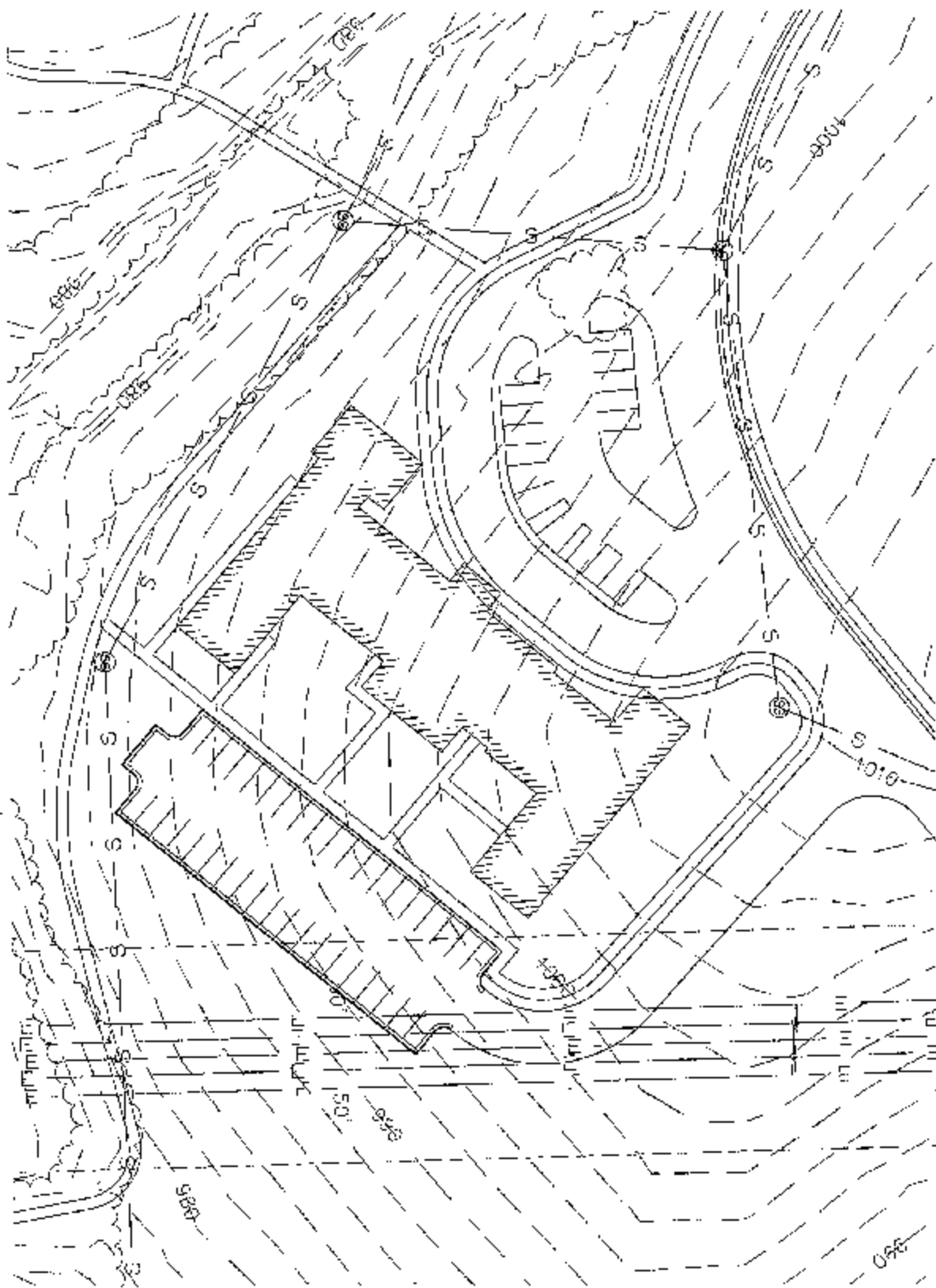
PRELIMINARY
NOT FOR
CONSTRUCTION

NO.	REVISION
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2	ISSUED FOR PERMIT
3	ISSUED FOR PERMIT
4	ISSUED FOR PERMIT
5	ISSUED FOR PERMIT

PACKAGE A
VINTAGE EAST FACILITY
FOR
VINTAGE SENIOR
LIVING INC.
200 N. MOORE ROAD
ST. JOSEPH, MO. 64501

CREAL CLARK & SEIFERT
ARCHITECTS/ENGINEERS, INC.
619 Carby Street - Saint Joseph, Missouri 64501
Phone: 816-964-2435 - Fax: 816-964-1274

OVERALL CAMPUS PLAN
N.T.S.



C-20

DATE: 07-11-14

PROJECT NUMBER: 07-11-14

PREPARED BY: CREAL CLARK & SEIFERT

DESIGNED BY: CREAL CLARK & SEIFERT

ENGINEERED BY: CREAL CLARK & SEIFERT

CONSTRUCTION: CREAL CLARK & SEIFERT

REVISIONS: CREAL CLARK & SEIFERT

APPROVED BY: CREAL CLARK & SEIFERT

DATE: 07-11-14

SCALE: 1" = 100'

PROJECT NAME: VINTAGE EAST FACILITY

CLIENT: VINTAGE SENIOR LIVING INC.

ADDRESS: 1000 E. 10th St., St. Joseph, MO 64502

PHONE: 816-264-4444

FAX: 816-264-1270

EMAIL: info@crealclark.com

WEBSITE: www.crealclark.com

PROJECT NUMBER: 07-11-14

DATE: 07-11-14

SCALE: 1" = 100'

PROJECT NAME: VINTAGE EAST FACILITY

CLIENT: VINTAGE SENIOR LIVING INC.

ADDRESS: 1000 E. 10th St., St. Joseph, MO 64502

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DATE: 07-11-14

SCALE: 1" = 100'

PROJECT NAME: VINTAGE EAST FACILITY

CLIENT: VINTAGE SENIOR LIVING INC.

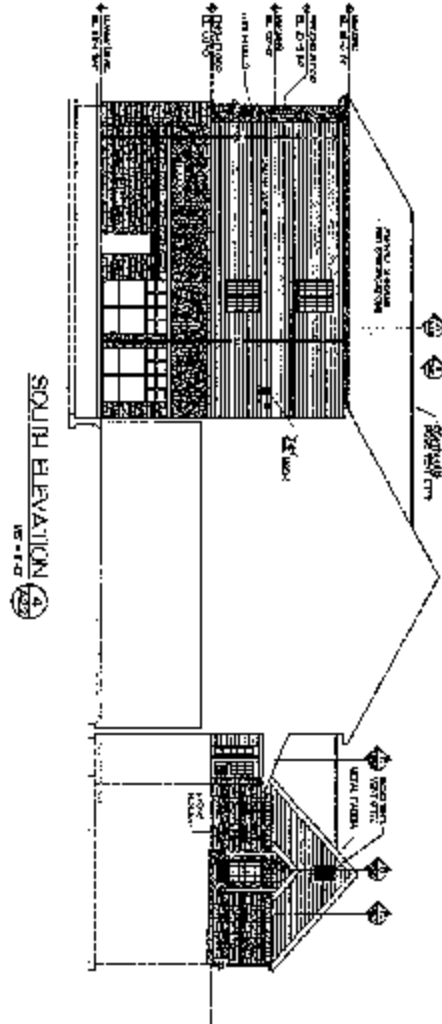
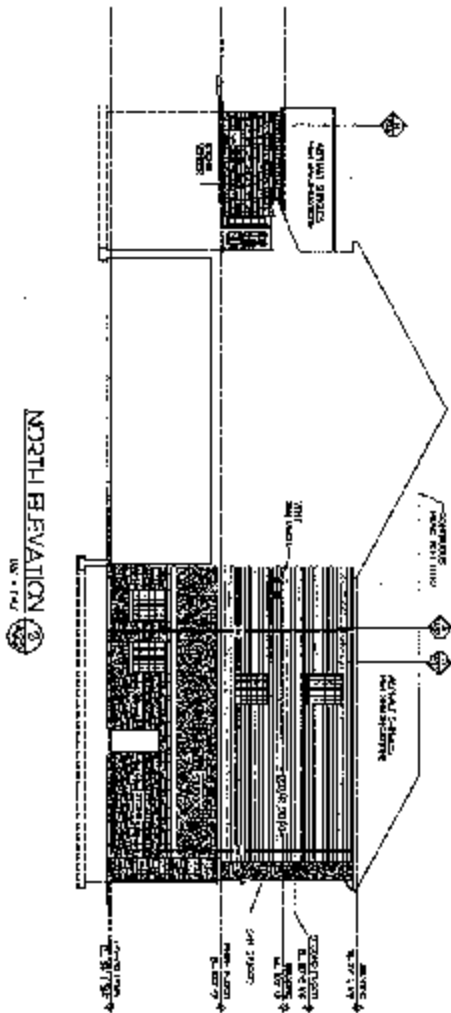
ADDRESS: 1000 E. 10th St., St. Joseph, MO 64502

CREAL CLARK & SEIFERT

ARCHITECTS/ENGINEERS, P.C.

510 Corley Street - Saint Joseph, Missouri 64502

Phone: 816-264-4444 - Fax: 816-264-1270



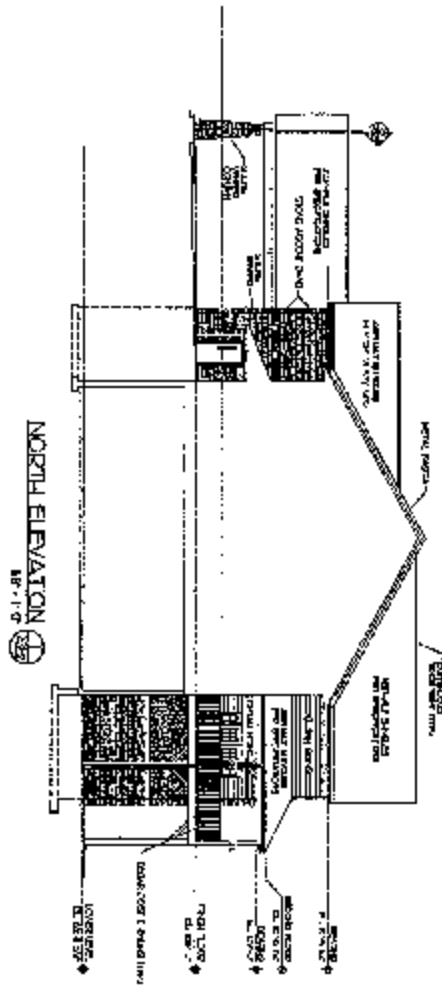
PRELIMINARY
NOT FOR
CONSTRUCTION

PROJECT NUMBER
C9-04B

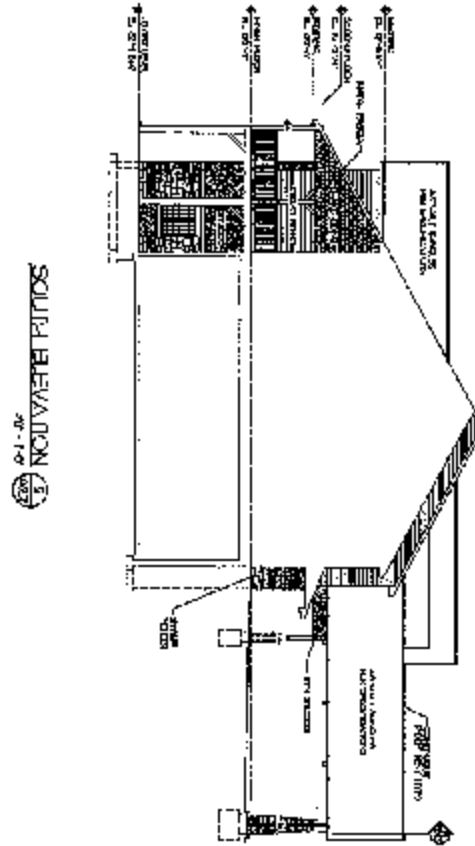
SHEET NUMBER
A22A

PACKAGE A
VINTAGE EAST FACILITY
FOR
VINTAGE SENIOR
LIVING, INC.
3601 N. WOODLAND COURT
ST. JOSEPH, MO. 64504

CREAL CLARK & SEIFERT
ARCHITECTS, ENGINEERS, INC.
919 Corty Street - Saint Joseph, Missouri 64504
Phones 816-861-6235 • Telex 816-861-1373



NORTH ELEVATION
 1/2" = 1'-0"



SOUTH ELEVATION
 1/2" = 1'-0"

1/2" = 1'-0"

1/4" = 1'-0"

1/8" = 1'-0"

1/16" = 1'-0"

1/32" = 1'-0"

1/64" = 1'-0"

1/128" = 1'-0"

1/256" = 1'-0"

1/512" = 1'-0"

1/1024" = 1'-0"

1/2048" = 1'-0"

1/4096" = 1'-0"

1/8192" = 1'-0"

1/16384" = 1'-0"

1/32768" = 1'-0"

1/65536" = 1'-0"

1/131072" = 1'-0"

1/262144" = 1'-0"

1/524288" = 1'-0"

1/1048576" = 1'-0"

1/2097152" = 1'-0"

1/4194304" = 1'-0"

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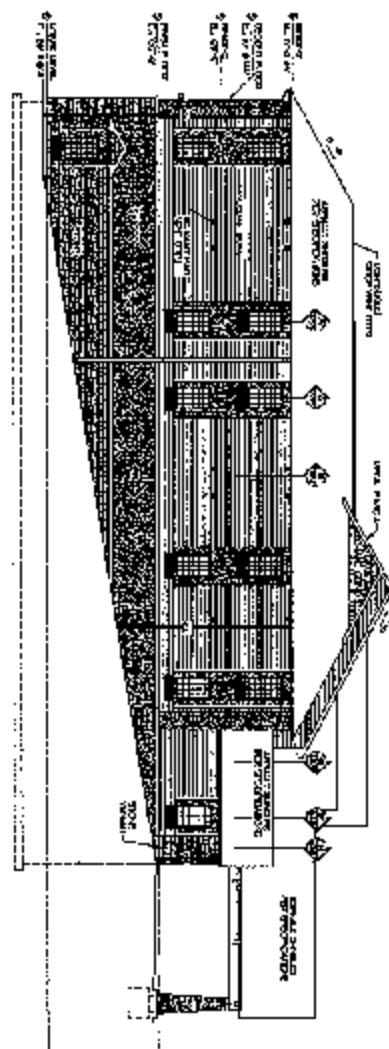
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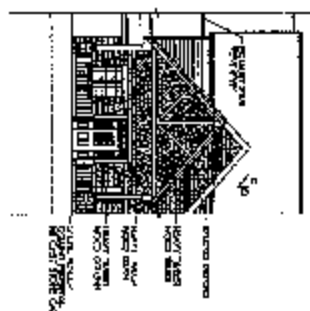
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PACKAGE A
 VINTAGE EAST FACILITY
 VINTAGE SENIOR
 LIVING INC.
 1814 N. WOODBURN ROAD
 ST. JOSEPH, MO 64501

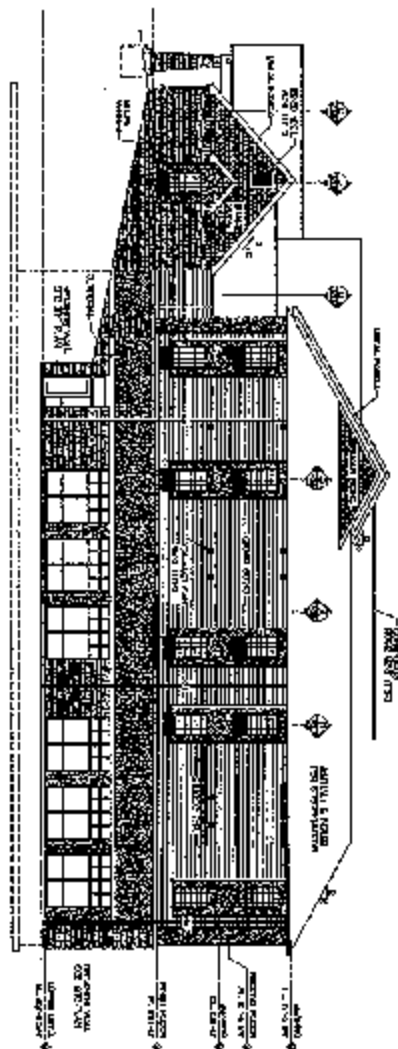
CREAL CLARK & SEIFERT
 ARCHITECTS - LANDSCAPERS, P.C.
 818 Cowley Street - Saint Joseph, Missouri 64501
 Phone: 816-664-5135 • Fax: 816-664-1112



NORTHEAST ELEVATION
10' x 12'0"



SECTION THRU
ENTRY CANOPY
10' x 12'0"



SOUTHWEST ELEVATION
10' x 12'0"

CREAL CLARK & SEIFERT
ARCHITECTS/ENGINEERS, INC.
919 Corby Street - St. Joseph, Missouri
Phone: 816-261-4437 - Fax: 816-261-4438

PACKAGE A
VINTAGE EAST FACILITY
FOR
VINTAGE SENIOR
LIVING INC.
300 N. VICTORIE ROAD
ST. JOSEPH, MO. 64508

REVISIONS
DATE
BY
CHECKED
DATE
BY
APPROVED
DATE
BY
PROJECT NUMBER
C-04-B
SHEET NUMBER
A-2-B

DATE: 10/10/00
 DRAWN BY: JLM
 CHECKED BY: JLM
 DATE: 10/10/00

ALUM. ACCESS DETAIL
 1/4" = 1'-0"

WALL CONNECTION DETAIL
 1/4" = 1'-0"

SECOND FLOOR PLAN
 1/4" = 1'-0"

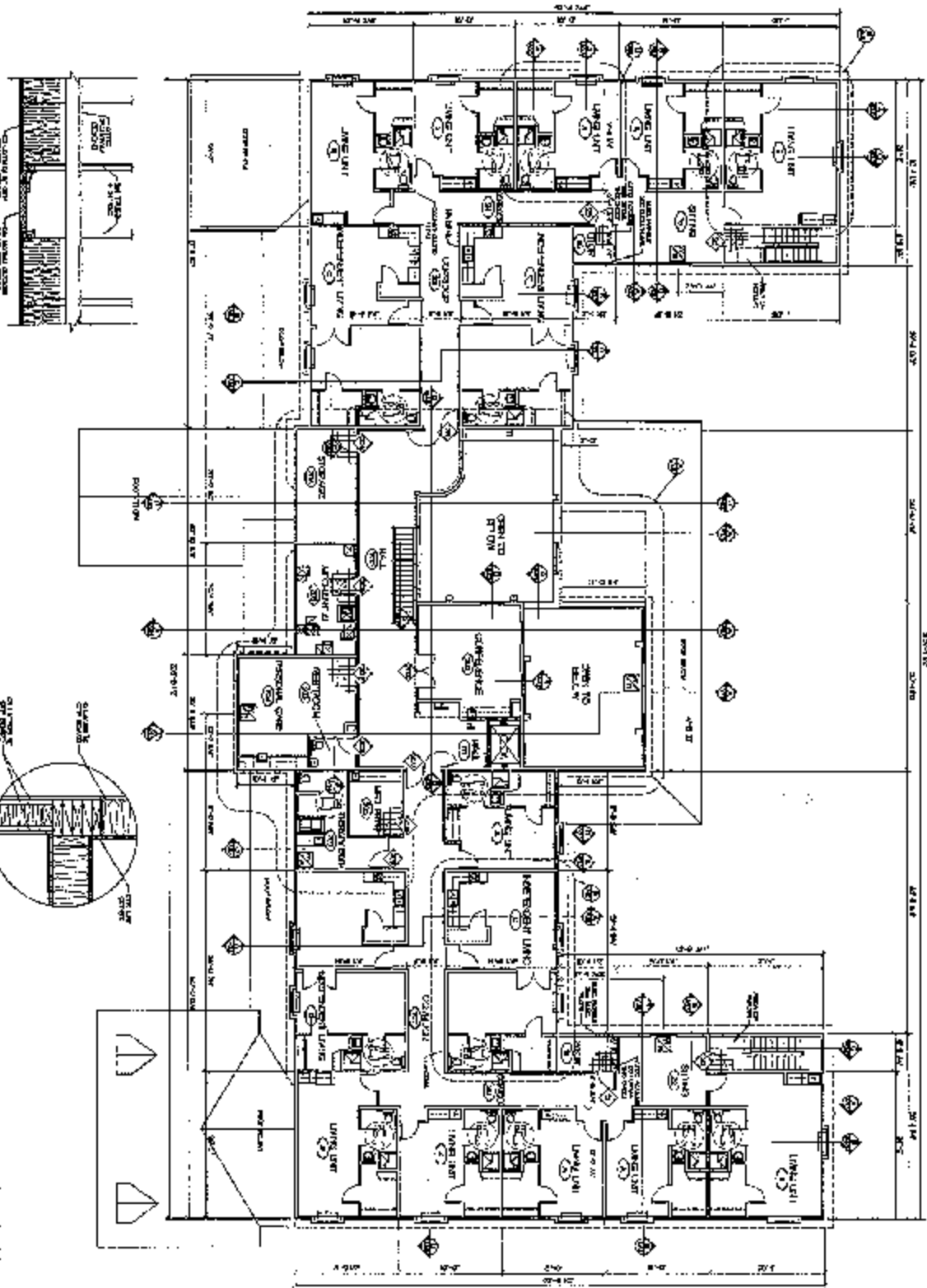
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 SHEET NUMBER: A1/2

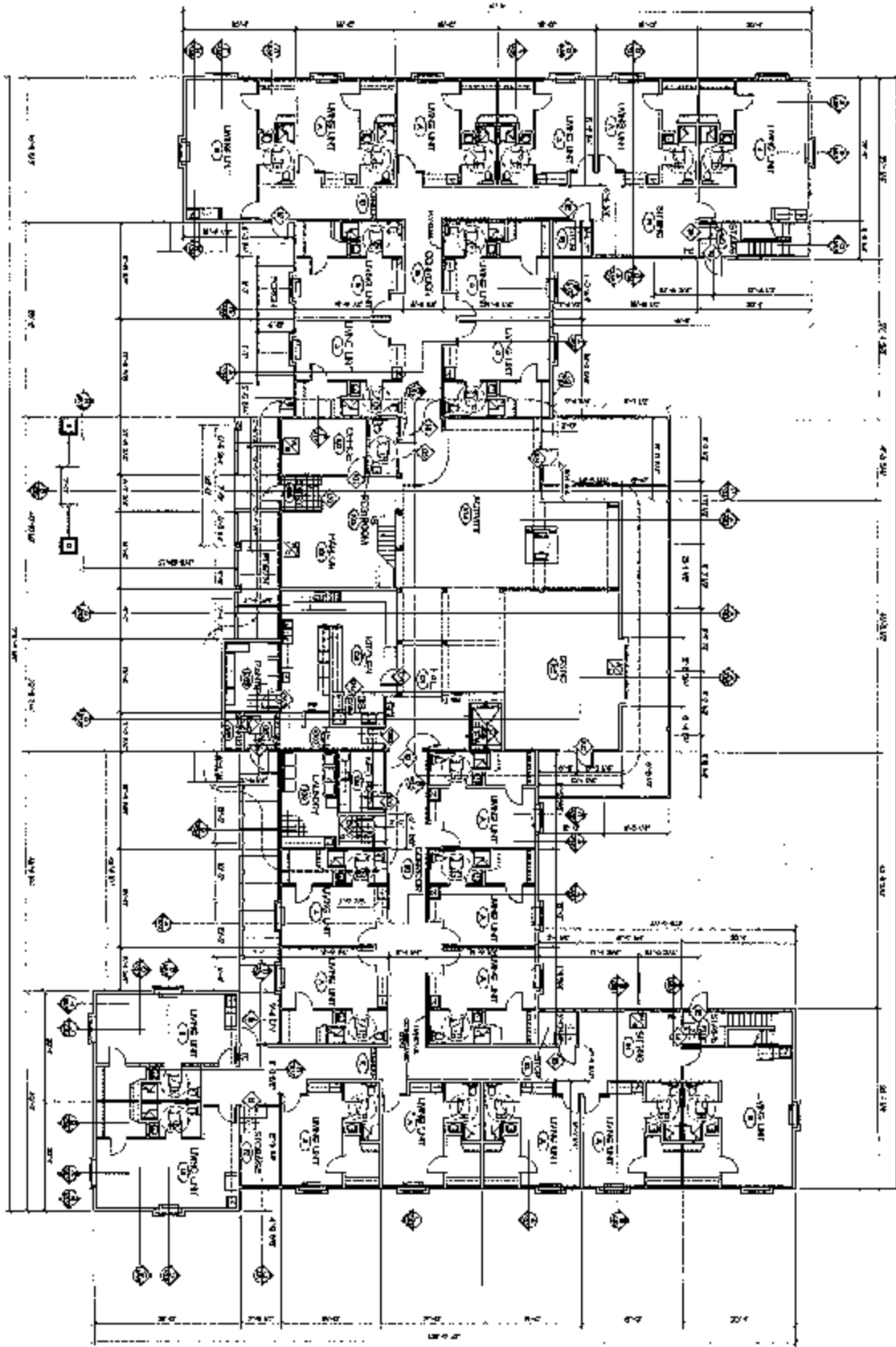
DESIGN BY: JLM
 CHECKED BY: JLM
 DATE: 10/10/00

PRELIMINARY
 NOT FOR CONSTRUCTION

PACKAGE A
 MINIACE - EAST FACIL.
 VINTAGE SENIOR
 LIVING INC.
 201 N. WOODBURN BOULE
 ST. LOUIS, MO 63108

CREAL CLARK & SEIFERT
 ARCHITECTS/PAGANI/PAZ, P.A.C.
 915 Corby Street - Saint Joseph, Missouri
 Phone: 816-364-2435 - Fax: 816-364-1111





FIRST FLOOR PLAN
 01-100



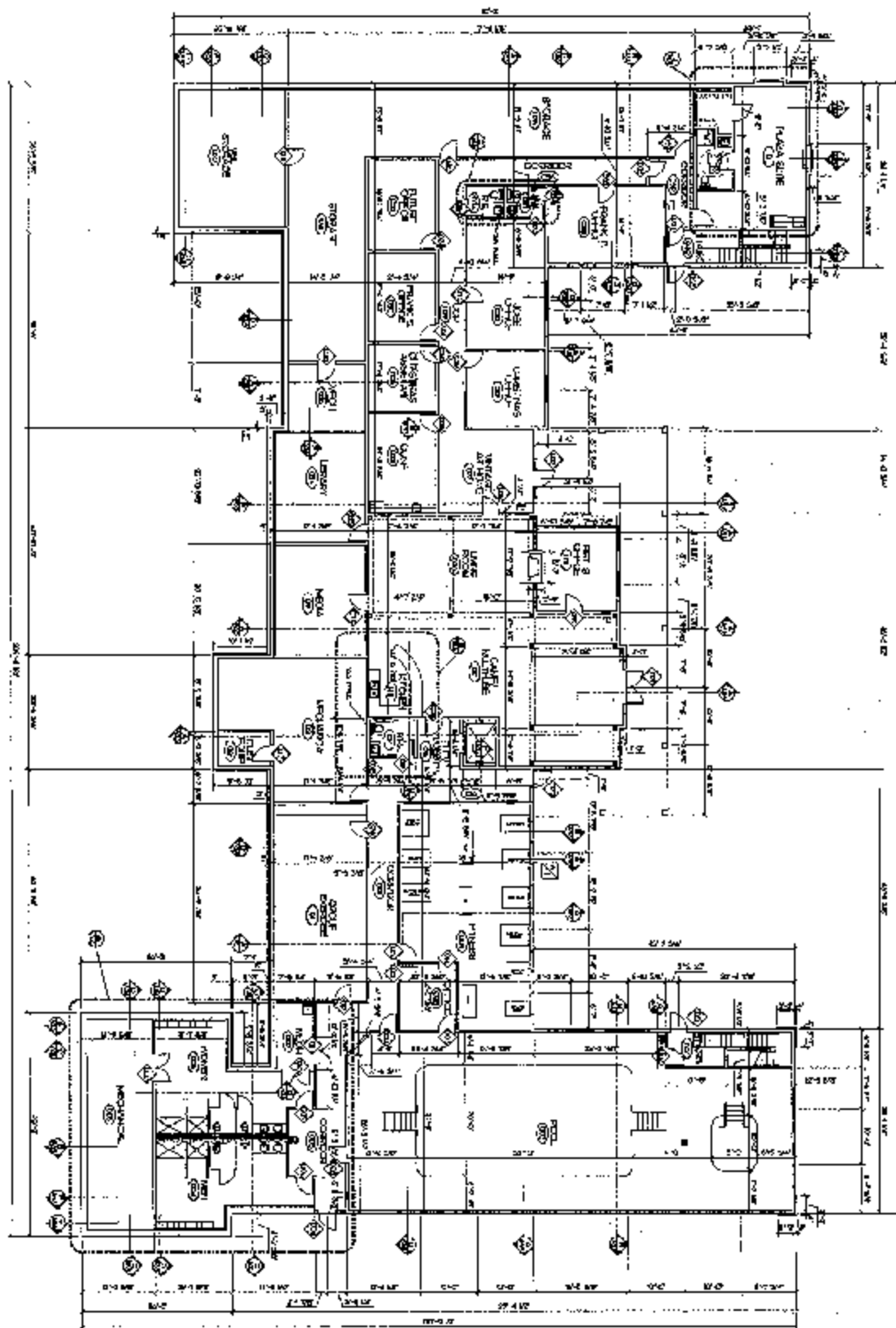
09-048
 SHEET NUMBER
 ALL

PRELIMINARY
 NOT FOR
 CONSTRUCTION

NO.	REVISION	DATE
1	ISSUED FOR PERMIT	09-048
2	REVISED PER OWNER	09-048
3	REVISED PER OWNER	09-048

PACKAGE A
 VINTAGE SENIOR LIVING FACILITY
 VINTAGE SENIOR LIVING INC.
 400 N. VANDERBILT BOULEVARD
 ST. JOSEPH, MO 64501

CREAL CLARK & SEIFERT
 ARCHITECTS, INC.
 918 Corby Street • Saint Joseph, Missouri 64501
 Phone: 816-964-8333 • Fax: 816-964-1112



LOWER LEVEL FLOOR PLAN
1/8" = 1' 0"



CA-045
SHEET NUMBER
AJO

PRELIMINARY
NOT FOR
CONSTRUCTION

NO.	DATE	DESCRIPTION
1	10/1/00	ISSUED FOR PERMIT
2	10/1/00	ISSUED FOR PERMIT
3	10/1/00	ISSUED FOR PERMIT
4	10/1/00	ISSUED FOR PERMIT

PACKAGE A
VINTAGE EAST FACILITY
FOR
VINTAGE SENIOR
LIVING INC.
201 N. WOODBINE RD.
ST. JOSEPH, MO. 64504

CREAL CLARK & SEIFERT

ARCHITECTS/ENGINEERS/INTERIORS

919 Carla Street - Ash Grove, Missouri
Phone: 816-464-2485 • Fax: 816-764-



4001 Bay Pointe Dr.
St. Joseph, MO 64506

9/30/09

Mr. Tracy Cleeton
Program Specialist
Missouri Department of Health and Senior Services
3418 Knipp Drive, Suite F
Jefferson City, MO. 65102-0570

Good day, Mr. Cleeton,


Enclosed herewith please find two (2) copies of the **Architectural Plans/Schematic Design** for the proposed 45 bed ALF expansion known as Vintage Gardens Assisted Living: East Residence. These plans are submitted in accordance with the regulations governing the application process for a Certificate of Need.

If you have any questions or desire any further information, please do not hesitate to contact us.

My address, telephone number and e-mail address are listed below.

4001 Bay Pointe Dr.
St. Joseph, MO 64506
816-617-2112
joe@vintageseniorliving.com

Sincerest regards,


Joe Freudenthal
Principal

Office: 816-337-8884
Info Line: 816-279-3330
Fax: 816-387-8792
www.vintageseniorliving.com



FILE NUMBER 2007011156
BK 03016 PG 0755
RECORDED 08/06/2007 03:41:02 PM
RECORDING FEE 30.00
KAREN HIGGINBOTHAM, RECORDER OF DEEDS
BUCHANAN COUNTY, MISSOURI
Betsy Reichman

General Warranty Deed (Individual)

This Deed, made and entered into on July 27, 2007, by and between **Grantor(s)**: Kenneth L. Lane and Grace Lane, husband and wife and LaVerta Andrew and Morris Andrew acting by and through his attorney in fact LaVerta V. Andrew, wife and husband whose address is 3505 North Woodbine Rd, St. Joseph, MO 64505 of the County of Buchanan, State of MO and **Grantee(s)**: The Lodge at Vintage Oaks, LLC of the County of Buchanan, State of MO. **Mailing Address of the Grantee(s)**: 4001 Bay Pointe Drive, St. Joseph, MO 64506

Witnesseth, that the Grantor(s), for and in consideration of the sum of One Dollar (\$1.00) and other valuable consideration paid by the Grantee(s), the receipt of which is hereby acknowledged, do(es) by these presents **Grant, Bargain and Sell, Convey and Confirm** unto the Grantee(s), the following described Real Estate, situated in the County of Buchanan and State of Missouri, to-wit:

SEE ATTACHED EXHIBIT "A"

IT IS THE INTENT OF SAID ATTORNEY IN FACT TO HEREBY EXERCISE THOSE POWERS GRANTED BY POWER OF ATTORNEY RECORDED 7/20/07, 2007 IN BOOK 3014, AT PAGE 294 IN THE OFFICE OF THE RECORDER OF DEEDS FOR BUCHANAN COUNTY, MISSOURI.

IT IS FURTHER DECLARED THAT SAID POWER OF ATTORNEY HAS NOT BEEN AMENDED OR REVOKED.

Subject to Building lines, easements, restrictions and conditions of record, if any, and to any zoning law or ordinance affecting the herein described property.

To Have and To Hold the same, together with all rights and appurtenances to the same belonging, unto the Grantee(s) and to the heirs and assigns of such Grantee(s) forever.

The Grantor(s) hereby covenanting that Grantor(s) and the heirs, executors, administrators, and assigns of such Grantor(s), shall and will **Warrant and Defend** the title to the premises unto the Grantee(s), and to the heirs and assigns of such Grantee(s) forever, against the lawful claims of all persons whomsoever, excepting, however, the general taxes for the calendar year 2007 and thereafter, and special taxes becoming a lien after the date of this deed.

In Witness Whereof, the Grantor(s) has or have hereunto set their hand or hands the day and year first above written.



FILE NUMBER 20070111-
 BK 0301A 66 0722
 RECORDED 08/06/2007 03:41:02 PM
 RECORDING FEE 30.00
 KAREN HIGGINBOTHAM, RECORDED OF DEED
 SACHAMON COUNTY, MICHIGAN
 Deed Return

ST. JOHN'S
 2007 JUL 18 PM 1:00
 ST. JOHN'S
 2007 JUL 18 PM 1:00

Kenneth L. Lane
Kenneth L. Lane

Grace Lane
Grace Lane

LaVerta Andrew
LaVerta Andrew

Morris Andrew By LaVerta Andrew
Morris Andrew P.O.A.

STATE OF Missouri }
 } ss.
County of Buchanan }

On July 27, 2007, before me personally appeared Kenneth L. Lane and Grace Lane and LaVerta Andrew and LaVerta V. Andrew on behalf of Morris Andrew to me known to be the persons(s) described in and who executed the foregoing instrument, and acknowledged that they executed the same as their free act and deed.

In Testimony Whereof, I have hereunto set my hand and affixed my official seal in the County and State aforesaid, the day and year first above written.

Tara Horn
Notary Public

My term expires:



EXHIBIT 'A'

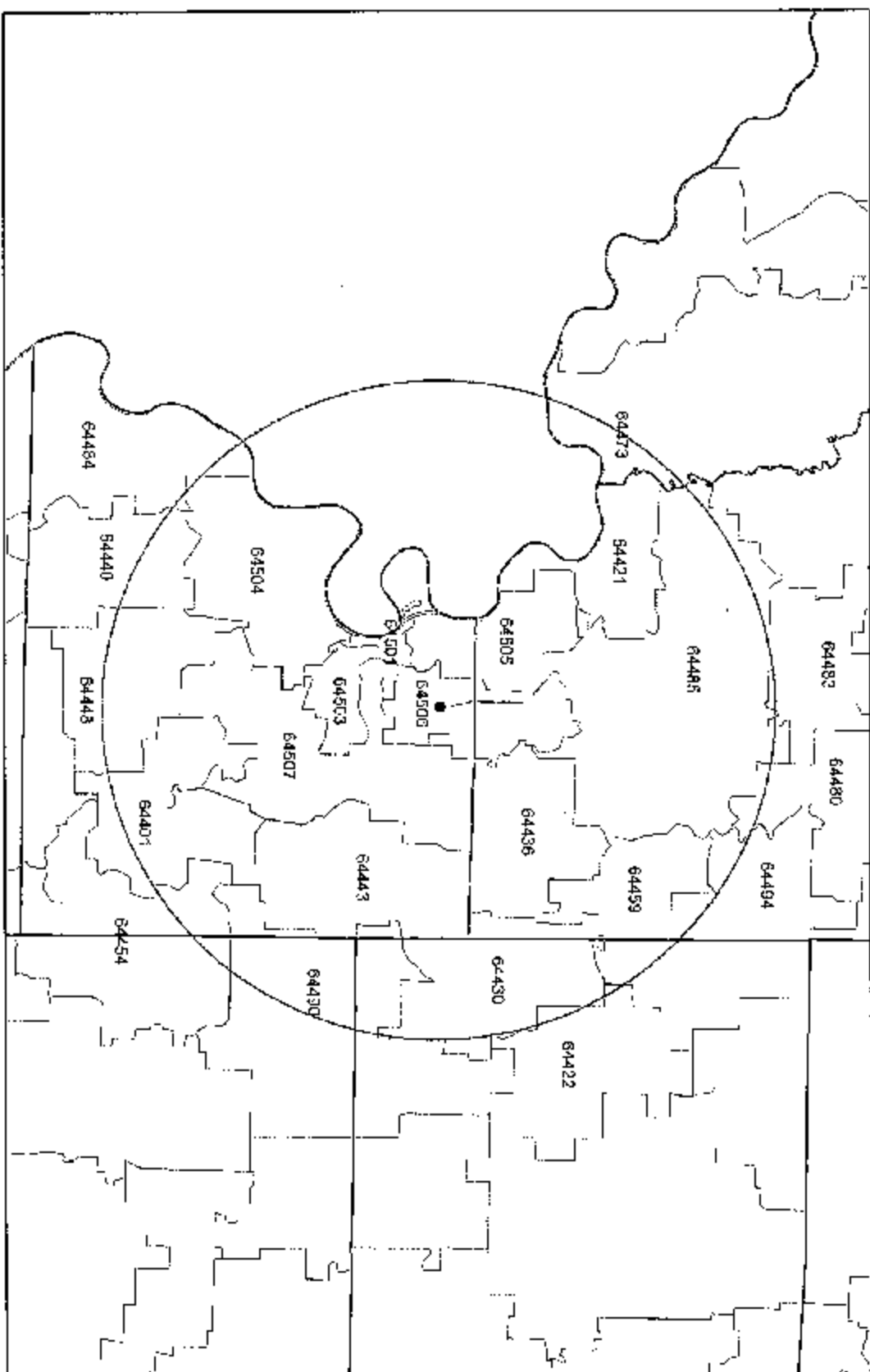
**LOT ONE (1) VINTAGE ACRES, FINAL PLAT, A MINOR SUBDIVISION IN THE NORTHEAST
QUARTER OF SECTION 35, TOWNSHIP 58 NORTH, RANGE 35 WEST, BUCHANAN COUNTY,
MISSOURI. SUBJECT TO PUBLIC ROADS.
A.P.N. 03-7.0-35-001-000-006.001**

Initials: _____

ZIP	County	Tot. Pop	65+
84401	Buchanan	1,131	124
84421	Andrew	1,009	94
84422	Dekalb	383	58
84430	Dekalb	727	85
84436	Andrew	841	103
84440	Buchanan	791	110
84443	Buchanan	1,067	175
84448	Buchanan	1,153	122
84454	Clinton	2,745	470
84459	Andrew	610	67
84473	Holt	1,538	318
84480	Andrew	414	63
84483	Andrew	699	57
84484	Buchanan	884	108
84485	Andrew	8,189	1,267
84490	Dekalb	1,890	254
84494	Dekalb	893	110
84501	Buchanan	11,526	1,509
84503	Buchanan	11,732	1,527
84504	Buchanan	10,635	1,418
84505	Buchanan	12,503	1,612
84506	Buchanan	24,329	4,168
84507	Buchanan	14,273	2,142

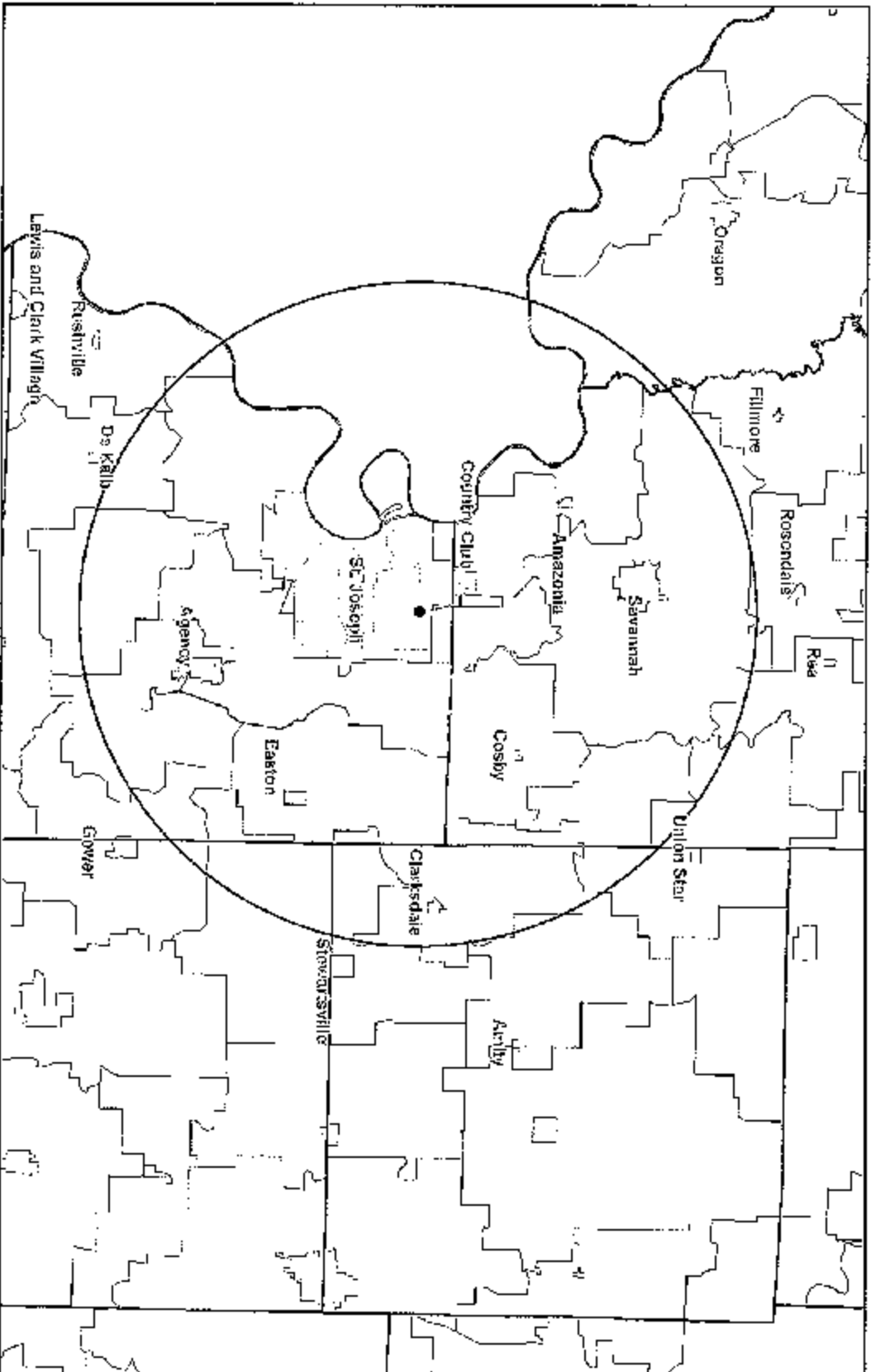
CON 15 Mile Radius

Vintage Senior Living
3501 N. Woodbine Road
St. Joseph, Mo 64505



CON 15 Mile Radius (City Map)

Vintage Senior Living
3501 N. Woodbine Road
St. Joseph, Mo 64505



Population Projections by Age **Missouri Counties: 2000 through 2030**

County	Age	Year								
		2000	2005	2010	2015	2020	2025	2030		
Andrew	0-4	1,043	1,011	1,051	1,137	1,208	1,230	1,221		
Andrew	5-9	1,232	1,192	1,185	1,231	1,327	1,404	1,429		
Andrew	10-14	1,287	1,291	1,285	1,275	1,319	1,417	1,496		
Andrew	15-19	1,233	1,240	1,283	1,273	1,257	1,296	1,390		
Andrew	20-24	853	1,031	1,075	1,110	1,095	1,077	1,108		
Andrew	25-29	896	831	1,036	1,078	1,108	1,089	1,069		
Andrew	30-34	1,012	966	921	1,146	1,188	1,217	1,193		
Andrew	35-39	1,283	1,063	1,044	992	1,230	1,270	1,299		
Andrew	40-44	1,364	1,284	1,096	1,075	1,017	1,256	1,294		
Andrew	45-49	1,270	1,337	1,297	1,105	1,079	1,019	1,254		
Andrew	50-54	1,101	1,217	1,321	1,280	1,088	1,059	998		
Andrew	55-59	862	1,022	1,167	1,268	1,226	1,041	1,013		
Andrew	60-64	674	784	963	1,102	1,200	1,161	988		
Andrew	65-69	587	598	724	893	1,025	1,121	1,090		
Andrew	70-74	532	499	530	647	803	927	1,021		
Andrew	75-79	529	444	418	450	554	693	809		
Andrew	80-84	347	373	329	314	342	428	543		
Andrew	85+	367	349	374	371	368	387	455		
Andrew	Total	16,492	16,532	17,099	17,747	18,434	19,092	19,670		

Components of Change - Total Over the Previous Five Years

Andrew	Births	-	887	897	971	1,035	1,057	1,051
Andrew	Deaths	-	796	744	713	700	713	745
Andrew	Net Migration	-	-51	414	390	352	314	272

Population Projections by Age **Missouri Counties: 2000 through 2030**

County	Age	Year							
		2000	2005	2010	2015	2020	2025	2030	
Buchanan	0-4	5,407	5,569	5,714	5,761	5,626	5,446	5,395	
Buchanan	5-9	5,791	5,339	5,623	5,767	5,814	5,676	5,491	
Buchanan	10-14	6,096	5,679	5,354	5,637	5,779	5,824	5,686	
Buchanan	15-19	6,468	6,122	5,837	5,504	5,790	5,931	5,976	
Buchanan	20-24	6,631	6,628	6,421	6,134	5,796	6,084	6,226	
Buchanan	25-29	5,486	6,282	6,417	6,214	5,930	5,600	5,881	
Buchanan	30-34	5,746	5,380	6,282	6,418	6,215	5,928	5,605	
Buchanan	35-39	6,765	5,602	5,361	6,248	6,382	6,178	5,892	
Buchanan	40-44	6,534	6,466	5,458	5,219	6,093	6,224	6,022	
Buchanan	45-49	5,813	6,142	6,213	5,216	4,981	5,843	5,975	
Buchanan	50-54	5,011	5,316	5,966	6,041	5,065	4,836	5,690	
Buchanan	55-59	3,951	4,735	5,344	5,796	5,881	4,933	4,718	
Buchanan	60-64	3,423	3,667	4,515	5,120	5,578	5,685	4,790	
Buchanan	65-69	3,183	3,080	3,397	4,212	4,810	5,276	5,417	
Buchanan	70-74	3,063	2,788	2,784	3,100	3,878	4,469	4,947	
Buchanan	75-79	2,754	2,540	2,386	2,415	2,720	3,441	4,014	
Buchanan	80-84	2,020	2,000	1,923	1,830	1,884	2,156	2,768	
Buchanan	85+	1,856	1,934	2,054	2,125	2,158	2,253	2,511	
Buchanan	Total	85,998	85,469	87,049	88,757	90,380	91,783	93,007	

Components of Change - Total Over the Previous Five Years

Buchanan	Births	-	5,666	5,679	5,720	5,582	5,399	5,316
Buchanan	Deaths	-	4,549	4,326	4,224	4,151	4,167	4,273
Buchanan	Net Migration	-	-1,646	227	212	192	171	151

Population Projections by Age Missouri Counties: 2000 through 2030

County	Age	Year							
		2000	2005	2010	2015	2020	2025	2030	
Clinton	0-4	1,247	1,350	1,477	1,598	1,655	1,671	1,698	
Clinton	5-9	1,318	1,378	1,474	1,599	1,716	1,768	1,777	
Clinton	10-14	1,549	1,445	1,492	1,581	1,704	1,817	1,863	
Clinton	15-19	1,468	1,598	1,472	1,505	1,582	1,695	1,797	
Clinton	20-24	896	1,314	1,407	1,282	1,300	1,356	1,444	
Clinton	25-29	1,022	954	1,382	1,467	1,325	1,337	1,387	
Clinton	30-34	1,189	1,218	1,123	1,614	1,701	1,528	1,535	
Clinton	35-39	1,566	1,368	1,385	1,266	1,806	1,893	1,691	
Clinton	40-44	1,578	1,730	1,493	1,498	1,361	1,929	2,014	
Clinton	45-49	1,320	1,670	1,807	1,546	1,540	1,392	1,962	
Clinton	50-54	1,244	1,340	1,675	1,797	1,528	1,513	1,362	
Clinton	55-59	1,061	1,232	1,313	1,629	1,738	1,472	1,452	
Clinton	60-64	842	1,035	1,191	1,264	1,561	1,664	1,408	
Clinton	65-69	717	791	966	1,109	1,175	1,453	1,553	
Clinton	70-74	573	660	725	887	1,020	1,084	1,346	
Clinton	75-79	494	507	586	647	795	918	984	
Clinton	80-84	396	433	438	513	572	712	831	
Clinton	85+	499	546	609	657	742	847	1,020	
Clinton	Total	18,979	20,569	22,015	23,459	24,821	26,049	27,124	

Components of Change - Total Over the Previous Five Years

Clinton	Births	-	1,222	1,553	1,474	1,538	1,562	1,595
Clinton	Deaths	-	971	1,018	1,060	1,115	1,173	1,247
Clinton	Net Migration	-	1,339	1,111	1,030	939	839	727

Population Projections by Age **Missouri Counties: 2000 through 2030**

County	Age	Year							
		2000	2005	2010	2015	2020	2025	2030	
DeKalb	0-4	601	611	666	691	685	671	671	
DeKalb	5-9	646	644	652	707	732	726	714	
DeKalb	10-14	728	657	653	656	711	736	734	
DeKalb	15-19	734	732	662	654	655	708	735	
DeKalb	20-24	810	949	944	887	883	885	927	
DeKalb	25-29	982	865	1,021	1,012	956	954	958	
DeKalb	30-34	1,284	1,004	997	1,166	1,155	1,095	1,095	
DeKalb	35-39	1,614	1,166	965	934	1,126	1,116	1,056	
DeKalb	40-44	1,337	1,078	857	663	648	819	811	
DeKalb	45-49	914	867	934	717	529	515	683	
DeKalb	50-54	724	920	1,010	1,073	859	675	664	
DeKalb	55-59	580	580	657	745	807	595	411	
DeKalb	60-64	476	655	663	742	833	904	687	
DeKalb	65-69	429	408	529	540	625	722	809	
DeKalb	70-74	416	387	370	482	496	582	681	
DeKalb	75-79	330	338	317	304	399	417	498	
DeKalb	80-84	257	249	257	243	236	316	337	
DeKalb	85+	215	216	218	226	229	233	284	
DeKalb	Total	13,077	12,326	12,372	12,462	12,564	12,669	12,755	

Components of Change - Total Over the Previous Five Years

DeKalb	Births	-	573	626	653	649	634	630
DeKalb	Deaths	-	532	512	498	486	476	499
DeKalb	Net Migration	-	-792	-68	-65	-61	-53	-45

Population Projections by Age **Missouri Counties: 2000 through 2030**

County	Age	Year							
		2000	2005	2010	2015	2020	2025	2030	
Holt	0-4	256	243	234	237	225	195	175	
Holt	5-9	349	272	262	252	255	242	212	
Holt	10-14	412	341	270	260	250	253	242	
Holt	15-19	383	369	309	246	236	227	231	
Holt	20-24	220	295	289	241	192	185	179	
Holt	25-29	246	195	263	258	216	172	167	
Holt	30-34	291	242	194	260	256	215	171	
Holt	35-39	389	282	238	190	254	252	212	
Holt	40-44	377	372	274	230	184	247	246	
Holt	45-49	383	359	359	265	222	178	241	
Holt	50-54	356	369	351	351	259	218	176	
Holt	55-59	293	348	366	347	348	259	219	
Holt	60-64	215	285	346	365	346	350	263	
Holt	65-69	264	226	268	327	348	332	341	
Holt	70-74	246	238	208	248	306	330	320	
Holt	75-79	262	205	204	179	215	269	296	
Holt	80-84	175	188	151	152	135	165	209	
Holt	85+	204	189	195	183	181	176	194	
Holt	Total	5,351	5,018	4,781	4,591	4,428	4,265	4,094	

Components of Change - Total Over the Previous Five Years

Holt	Births	-	232	220	222	211	183	162
Holt	Deaths	-	330	301	270	246	232	233
Holt	Net Migration	-	-235	-156	-142	-128	-114	-100

ZIP	County	City	Tot. Pop	65+
64401	Buchanan	Agency village	566	33
64507	Buchanan	Agency village	See Above	See Above
64421	Andrew	Amazonia village	295	36
64485	Andrew	Amazonia village	See Above	See Above
64505	Buchanan	Amazonia village	See Above	See Above
64422	Dekalb	Amity town	54	12
64430	Dekalb	Clarksdale city	375	50
64436	Andrew	Cosby village	156	18
64505	Buchanan	Country Club village	1,942	216
64506	Buchanan	Country Club village	See Above	See Above
64440	Buchanan	De Kalb town	274	44
64443	Buchanan	Easton city	268	30
64454	Clinton	Gower city	1,531	219
64484	Buchanan	Lewis and Clark Village town	154	22
64473	Holt	Oregon city	888	203
64480	Andrew	Rea city	54	7
64483	Andrew	Rosendale city	180	22
64484	Buchanan	Rushville town	254	40
64485	Andrew	Savannah city	5,122	1,082
64501	Buchanan	St. Joseph city	73,356	11,849
64503	Buchanan	St. Joseph city	See Above	See Above
64504	Buchanan	St. Joseph city	See Above	See Above
64505	Buchanan	St. Joseph city	See Above	See Above
64506	Buchanan	St. Joseph city	See Above	See Above
64507	Buchanan	St. Joseph city	See Above	See Above
64480	Dekalb	Stewartsville city	760	125
64484	Dekalb	Union Star town	409	65

Facilities within 15 mile radius of project site

Facility	County	# beds
Shady Lawn Nursing Home	Andrew	17 RCF
Bliss Manor	Buchanan	(closed)
Carriage Square Res Care	Buchanan	32 RCF
Eastgate Manor	Buchanan	18 RCF
Heartland II	Buchanan	52 RCF
Heartland	Buchanan	20 RCF
Hospitality House	Buchanan	12 RCF
Living Community of St. Joseph	Buchanan	35 ALF
McDonald Boarding Home	Buchanan	9 RCF
Meadowview Res Care	Buchanan	32 RCF
Nesa House	Buchanan	10 RCF
Oak Tree Manor	Buchanan	20 RCF
Saxton's Country Villa	Buchanan	100 ALF
Shepherd House	Buchanan	11 RCF
Silcott Northside Home	Buchanan	17 RCF
Starcare	Buchanan	18 RCF
Thomas Res Care Center II	Buchanan	16 RCF
Thomas Res Care II	Buchanan	20 RCF
Vintage Park of St Joseph LLC	Buchanan	80 ALF

AFFIDAVIT OF PUBLICATION

St. Joseph News-Press, 825 Edmond St, St. Joseph, MO 64501

Reference: 260156
Ad ID: 5687542

P.O.: DFSC: :Certificate Need/Freestanding facility

DIXIE KALIPS
LASHLY & BAER, P.C.
ATTORNEYS AT LAW
714 LOCUST STREET
SAINT LOUIS, MO 63101

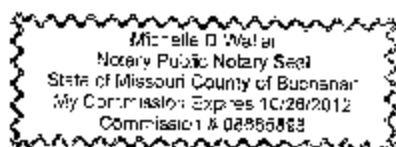
County of Buchanan
State of Missouri

I, Sandra Ridings, being duly sworn according to law, state that I am the Legal Advertising Coordinator of the St. Joseph News-Press, a daily newspaper of general circulation in the county of Buchanan, where located; which has been admitted to the Post Office as second class matter in the city of St. Joseph, the city of publication; where newspaper has been published regularly and consecutively for a period of three years and has a list of bona fide subscribers voluntarily engaged to pay a stated price for a subscription for a definite period of time, and that such newspaper has complied with the provisions of Section 493.050 Revised Statutes of Missouri, 1949. The affixed notice appeared in said newspaper on the following date:

Run Dates: 09/16/09 to 09/16/09
Appearances: 1
AD SPACE: 24
TOTAL COST: \$84.00

(Signed) *Sandra Ridings*

Subscribed and sworn before me this
21st day of September 2009
Michelle D. Walker Notary Public



Published in the St. Joseph
News-Press, Wed., 09/16/09

Vintage Park of St. Joseph, LLC/Vintage Senior Living, Inc. is seeking Certificate of Need Approval from the Missouri Health Facilities Review Committee to add a freestanding 45 bed assisted living facility to Vintage Senior Living campus at 3501 N. Woodbine Road, St. Joseph, MO 64504. Comments or questions about this matter should be addressed to Richard D. Womersley, Lashly & Baer, P.C., 714 Locust Street, St. Louis, MO 63101

SAM GRAVES
6th District, Missouri

1415 LONGWORTH HOUSE OFFICE BUILDING
WASHINGTON, DC 20515
(202) 225-7891

Congress of the United States
House of Representatives
Washington, DC 20515-2506

113 BLUE JAY DRIVE, SUITE 103
LIBERTY, MO 64368
(816) 792-3976

231 SOUTH 8TH STREET, ROOM 320
ST. JOSEPH, MO 64501
(816) 433-8618

October 5, 2009

Thomas R. Piper
Executive Director
Missouri Health Facilities Review Committee
3418 Knipp Drive
Suite F
Jefferson City, Missouri 65109

Dear Thomas:

I am writing in support of Vintage Senior Living which has applied for a Certificate of Need for an expansion at their North Woodbine Campus in St. Joseph, Missouri. I believe Vintage Senior Living has shown a demand and need for this facility in the St. Joseph area.

Since Vintage Gardens South opened in 2000, the demand for their assisted living residences has been remarkable. Over the past two years, the facility's average occupancy has been 99%, and they have turned away over 30 prospects that wished to become residents, but were denied because of a lack of openings. Currently, almost 8% of the population in St. Joseph is age and income eligible for the services provided at Vintage Senior Living. Demographic projections for the next five years show that number is expected to continue to increase.

Based on these facts, I believe Vintage Senior Living is well suited to pursue their Certificate of Need for their most recent expansion plans. I request that you give their application full and fair consideration. If you have any questions, please feel free to contact Buffy Smith in my Liberty, Missouri office (816) 792-3976 or buffy.smith@mail.house.gov.

Sincerely,



Sam Graves
Member of Congress



Heartland Health

Heartland Home Services

HEARTLAND HOME SERVICES

137 North Belt Highway, St. Joseph, MO 64506

- Home Health
- Hospice

October 5, 2009

Tom Piper
Executive Director
Missouri Health Facilities Review Committee
3418 Knipp Drive, Suite F
Jefferson City, MO 65109

Dear Mr. Piper,

I am writing in support of the proposed expansion of Vintage Senior Living located in St. Joseph, Mo. As a Licensed Clinical Social Worker employed by Hands of Hope Hospice, I have had a variety of experiences with Vintage Assisted Living Facilities. Shortly after, the initial facility opened in 2000, I helped relocate an elderly friend and hospice volunteer to Vintage Gardens South. Having the opportunity to visit him regularly, I became aware of the hospitable atmosphere and the restorative living environment. My friend, who had a limited support system, was able to find friendships and enjoy comfort and dignity during the last three years of his life. The staff catered to his unique needs and provided a family experience for him. I will always be convinced that his life was extended because of the quality care he received.

Following my initial experience with Vintage Gardens, I have worked with a number of hospice patients residing at both Vintage Assisted Living Facilities and Villas. I also frequently refer hospice patients residing in their homes to Vintage @ Home for supplemental in-home care. The Vintage staff is always gracious in their efforts to serve their residents, work cooperatively with hospice, and provide the best possible care.

As a social worker, one of my jobs is to locate placement options for elderly patients. Often times when looking for an assisted living placement not only at Vintage, but also other facilities, I find that no apartments are available. From my experience, St. Joseph has a shortage of assisted living apartments. I support the expansion of Vintage Senior Living. Additional apartments offering the same quality of care as the current Vintage Assisted Living Apartments would be a tremendous asset to St. Joseph and the surrounding area.

If you have questions about my opinions or experiences with assisted living apartments in St. Joseph, please contact me.

Sincerely,

Judy Richmond
Social Worker, Hands of Hope Hospice

Sept. 30, 2009

Tom Piper,
Executive Director,
Missouri Health Facility Review Committee,

There is a continuing need to add more quality assisted living facilities for the elderly and others needing daily assistance in St. Joseph, Mo. In my opinion the Vintage At Home facility offers the most comprehensive service available for patients. It is critical that Vintage At Home be allowed to expand their facility so more patients could be helped. My mother's doctor, Dr. Vega, has recommended this facility and I agree with her. It was obvious to me and my mother that none of the other facilities in St. Joseph offered the amount of care that Vintage At Home does. This is especially important when there are no family members living in the same area. This is the case with my mother as she does not want to move. Vintage At Home offers all the services she will need with out a family member having to assist her on a daily basis.

Please approve the proposed expansion of the facility. As of today, it would not be possible to place my mother with Vintage At Home because they are full.

Mike Horinc
Retired AT&T Manager
8865 Cottonwood Way
Parker, Co. 80134
303-699-0780

Cc: Frank Sindelar

* NOTE: Mike is referring to
Vintage Gardens Assisted Living
when he mentions "Vintage At Home."
His mother is currently using our home care
services while she waits for an opening
at Vintage Gardens.

Joe

10-3-89

Tom Piper
Executive Director
Missouri Health Facilities Review Committee
3418 Knipp Drive, Suite F
Jefferson City, Mo. 6510

Dear Mr. Piper:

Our experience in waiting for assisted living space was greater than we thought. There is real need for assisted living housing in this area.

It was necessary for me to move in with my son and his family while waiting on an opening for assisted living.

Vintage Gardens definately needs more housing.

Edith Bauman

Sept. 30. 09
Mr. Tom Roper
Missouri Health Facilities Comm.
Coville

Dear Sir:

My husband & I are now
waiting for a suite at
Vintage Gardens in St. Joseph
& we think an additional
facility and/or expansion
is very needed & would
serve this area quite well.

Sincerely,
Marion & John Albee
722 Benton Drive
St. Joseph, Mo 64504



FRED E. POTTS IV, M.D.
INTERNAL MEDICINE

October 2, 2009

Tom Piper
Executive Director
Missouri Health Facilities Review Committee
3418 Knipp Drive, Suite F
Jefferson City, MO 65109

Dear Mr. Piper and Committee:

I am writing to express support for Vintage Senior Living's desire to increase its capacity for assisted living in St. Joseph MO. As a practicing Internist with numerous seniors living in assisted living, I can attest to the exceptional care delivered by Vintage. When asked where I recommend patients go, a very difficult decision for most, I place Vintage at the top of the list.

I have numerous patients who live at Vintage, and they have only wonderful things to say about the care and treatment they receive. I also know it has become very difficult for seniors to find adequate assisted living facilities in the St. Joseph area. I personally know of 4 patients who were unable to move in to Vintage due to a waiting list. They ended up moving into a competitor and paying 30-40% more per month.

I am sure that Mr. Freudenthal will share with you all of his figures on the need for more space, but I can tell you the demand is real. The numbers represent people.

So, I wholeheartedly request you approve this expansion. Let the seniors of St. Joseph have an excellent place to live with caring staff at a reasonable price.

If you have any questions, feel free to call me at the number below.

Sincerely,

Fred E. Potts IV, MD

3921 Sherman Avenue • St. Joseph, Missouri 64506 • 816-233-3700

Oct. 5, 2009

Tom Piper
Missouri Health Facilities Review Committee

Mr. Piper,

I am happy to write a letter in support of Vintage Gardens' proposal to expand its facilities.

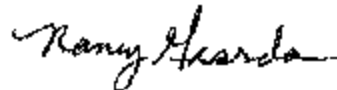
My mother has been a resident of Vintage Park South since January 2006, and our family has been extremely pleased with the quality of care she has received. We looked at a number of places before selecting Vintage, and we could not be happier with our decision. We believe Mom's high quality of care is due not just to the facilities, but to the excellent staff. They treat Mom like family and are conscientious and professional with the care they give her. This, we believe, reflects a commitment that flows from Vintage management.

With St. Joseph's aging population and the importance of assisted living centers as an affordable alternative to nursing homes, it's our belief that the community would benefit from an expansion. Vintage, as you probably realize, draws from a wide service area. A number of my mother's fellow residents come from rural communities outside of St. Joseph.

I would note that you are much better suited than we are to assess the demographics of the area and determine need -- an overbuilt system is in no one's best interest. But I can unequivocally state that Vintage does a superb job. A reasonable expansion would indeed benefit the community.

If you have questions, I'd be happy to answer them.

Regards,



Nancy Gaarder
Omaha, Neb.
Cell: 402-452-6602

511 S. 55th St.
Omaha, Neb., 68106

October 1, 2009

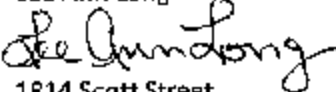
Missouri Health Facilities Review Committee
Attention: Tom Piper
3418 Knipp Drive, Suite F
Jefferson City, MO 65109

Tom,

I am writing this letter in response to knowledge I recently learned while looking for an assisted living facility for my Mother. I have lived in Saint Joseph all my life and did not realize assisted living options are very limited in this city. I understand that you are associated with the MHFRC and their mission is to achieve a high level of health for Missouri residents with goals of addressing community need, trying to manage health costs while promoting economic value in the community.

Again, the city of Saint Joseph would be greatly enhanced with more quality environments of assisted living housing. This goal could be realized with the expansion of Vintage Gardens Assisted Living.

Sincerely,
Lee Ann Long


1814 Scott Street
Saint Joseph, MO 64503



MISSOURI GAS ENERGY

2202 Locust • St Joseph, MO • 64501

SEPTEMBER 30, 2009

TOM PIPER
EXECUTIVE DIRECTOR
MISSOURI HEALTH FACILITIES REVIEW COMMITTEE
3418 KNIPP DRIVE, SUITE F
JEFFERSON CITY, MISSOURI 65109

I AM WRITING TO YOU TO SUPPORT THE EXPANSION OF VINTAGE GARDENS ASSISTED LIVING.

THE QUALITY CARE AND RESIDENCES THAT VINTAGE GARDENS HAS PROVIDED IN THE ST. JOSEPH AREA IS UNEQUALED.

THE DEMOGRAPHICS OF ST. JOSEPH CREATE A STRONG DEMAND FOR GOOD QUALITY SENIOR LIVING. UNFORTUNATELY THE DEMAND EXCEEDS THE AVAILABILITY.

I CERTAINLY SUPPORT THE EXPANSION OF VINTAGE GARDENS.

PLEASE FEEL FREE TO CONTACT ME AT (816) 676-6214.

SINCERELY,

BARBARA LABASS



St. Joseph Area Chamber of Commerce

October 2, 2009

Mr. Tom Piper
Executive Director
Missouri Health Facilities Review Committee
3418 Knipp Drive, Suite F
Jefferson City, MO 65109

Dear Mr. Piper:

This letter is to express our Chamber's enthusiastic support of a proposed expansion by Vintage Senior Living here in St. Joseph. Vintage Senior Living has been a well respected member of our Chamber of Commerce for several years and it is our observation that they provide a safe, clean, and comfortable living environment for their clients. Mr. Joe Freudenthal, the principal of the company, has advised me that their facilities are currently at full capacity and have a waiting list of potential residents.

From a strictly business perspective, that situation would be considered an excellent position for such an investment. However, it is unfortunate that thirty inquiries had to be turned away over the past year because living space was not immediately available at that particular time. Our rapidly aging demographics indicate this will continue to be a problem for us, but we sincerely appreciate this company's desire to invest more capital to address it.


Vintage Senior Living's plan to add another 37 units would help meet the ever growing demand for quality assisted living accommodations in our community. We feel it is essential that they be granted a "certificate of need" to allow them to continue their growth and provide quality care for even more of our retired seniors in the years ahead.

Please correspond should you have any questions. I thank you for your consideration and assistance in this important matter.

Respectfully,

Ted Allison, CED
President and CEO

Cc: Mr. Joe Freudenthal



October 1, 2009

Mr. Tom Piper
Mo. Health Facility Review
Committee

Dear Mr. Piper,

My Aunt, Loretta McKey,
has been a resident of
Vintage Gardens South since
Jan '08. She had her 105th
birthday on Feb 14, 2008.

The staff at Vintage
Gardens has been wonderful,
loving and very supportive
of not only Aunt Lee but our
entire family in working
with us in whatever way
that makes Aunt Lee happier
and more comfortable.

over

They take excellent care of her.

The management team is very professional and at the same time very personable.

I am so appreciative of this wonderful Senior Living Facility which continues to allow independence when possible.

My husband and myself wholeheartedly support the expansion of Vintage Gardens and applaud the marvelous difference they are making in the community.

Respectfully

Greg and Claire Othy
12281 Indian Creek Drive
Ft. Worth, TX 76179-6638
817/236-5224

To: Tom Piper
MO Health Facilities Review Committee

From: Vicki Barton
daughter of a Vintage Gardens South resident

Date: October 3, 2009

I am pleased to hear Vintage Gardens in St. Joseph, Missouri wants to expand by building an additional facility. The designer, builder, manager of the present Vintage Gardens has done a wonderful job, the city and community need more like it.

My mother (now 97) has lived in Vintage Gardens South for almost six years. She moved there into her one room from her 3 bedroom home of 30 plus years. Mom has a pacemaker, is on oxygen 24/7, uses a walker 24/7. Mom is happy and contented in her new home with many new people (staff and residents.) to call friends.

When you walk into Vintage Gardens your first impression is what a pleasing and comfortable facility you are in and how very clean it is. Immediately staff members will greet you, calling you by your first name and making you feel welcome. You will see residents in the common living area: watching t.v., enjoying the fireplace, bowling on Wii, playing pitch and dominos, visiting with other residents and/or staff.

The staff at Vintage Gardens is exceptional! It is not just that they treat my Mom with care and love — they treat all the residents that way. The Vintage Gardens staff seems to act like they too are pleased to be part of a loving and caring community.

Vintage Gardens provides security for its residents. Many residents leave their room doors open, friends and staff walk by and say hello. Residents wear a "call button". They know help is nearby and a nurse is on the staff. Mom doesn't have to wonder about the weather outside and if she will get in her daily walk. She can walk up and down the hallway — and even better yet take part in all the healthy exercise programs provided by Ida and other staff members. Tai Chi, arthritis class, hand weights, balloon badminton, etc. Vintage Gardens helps my Mom (and other residents) stay active — with their bodies as well as their minds.

Vintage Gardens does a great job meeting various wants/needs of its residents. For your special day (birthday) you can tell the cook what dessert you would like — strawberry shortcake, apple pie, etc. — it is your personal choice. Craft classes, Bingo sessions, Bible study, movie time, manicures, a beauty shop on site, a library on site (large print books that are rotated every 6 weeks) - all this is provided for your comfort. The male residents even have "special" activities planned just for them.

Weekly outings (out to eat, drive, etc) are planned. A staff member shops each week for any resident. Three days a week a staff member drives residents to their personal doctor/dentist. A minister comes every Sunday to share a church service with interested residents. If you have suggestions or ideas you are always free to express them — especially during the scheduled resident council meeting.

Keeping up with the theme of making this a "new home" for everyone — rocking chairs are provided on a big porch and residents enjoy sitting there and visiting. A flower garden is also available and appreciated. Snacks are available in the kitchen for residents that need something later after the evening meal. A quick fire in the double fireplace helps make a winter day cozier. The residents even have their own Garage Sale - collecting, pricing, selling items and then deciding how to best spend their group effort earnings.

My Mom is still active in her long-standing monthly canasta group. For my Mom to take part, her canasta group (non residents) is welcomed to Vintage Gardens once a month for lunch together and then an afternoon of playing cards. The staff is so co-operative and understanding to let this continue.

As a family member I like the monthly calendar of Vintage Gardens activities that is mailed to me. I appreciate knowing that my husband and I can have meals with Mom - especially on holidays (like Mother's Day, Easter) when

Mom can't come to us (an hour away) but we get to still be together.

Vintage Gardens always looks festive. The residents take part in decorating and planning for the different seasons and holidays. They also take pride in remembering others less fortunate. Adopting families at Christmas, having a mitten tree in December and then giving to the local school district, etc. Isn't it nice the residents can still be thinking of others in their community and helping them? The Vintage Gardens staff helps greatly with this endeavor.

My Mom has no family at all in St. Joseph and her peers are elderly now too. My husband and I (an hour away) are the closest distance to her. Once when my Mom was in the hospital, we were phoned and left immediately for St. Joseph. When we got to the hospital, John Poe (Vintage Gardens director) was sitting by my Mom's bedside. My Mom was not concerned, she knew she had a caring friend with her. Debbie (Vintage Gardens nurse) keeps us informed and gives us peace of mind just knowing a nurse is in the same facility as Mom.

I hope this helps explain why my Mom is happy and why her family is happy with Vintage Gardens. I hear enough from friends and extended family members to know that Vintage Gardens is an exception! That is why I am pleased to know Vintage Gardens wants to expand in St. Joseph. Our communities need more Assisted Living facilities - let's let one that has proven itself exceptional expand.

Vicki Barton

Vicki Barton
6820 N. Michigan
Gladstone, Mo. 64118

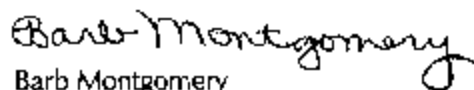
October 2, 2009

Mr. Tom Piper
MO Health Facilities Review Committee

Dear Mr. Piper,

I am writing to let you know of my experience with Vintage Gardens North. My mother, Alice Scoville, resides there. She moved there from an assisted living facility at the beginning of April 2009. I had previously checked into her moving there in the fall of 2009 after my father passed away but there were no openings at the time. My brother moved her into a facility in the Atlanta area and she decided she should give that facility a try for a few months. My mother's experience at that facility was not a positive one and she indicated to me in the winter of 2009 that she was ready to move. I called Vintage Gardens along with a couple of other facilities and found they had an opening. I toured and was impressed with what I saw and heard. I also visited the other facilities and there was no comparison between those and Vintage Gardens. Had Vintage Gardens not had an opening my mother would not have moved to Missouri. Since my mother has moved to Vintage Gardens, my cousin, my younger brother, one of my older sisters, and my older brother and his family have been to visit her. All were highly impressed with both the cleanliness and the caring staff at Vintage Gardens. But most of all, they were extremely pleased to see how well adjusted my mother is. She told them that she feels safe and is happy at Vintage Gardens. Having visited my mother at various times of the day I am able to see that the quality of care remains constant. It would be a benefit to the community if Vintage Gardens were able to expand. All who would like deserve to be able to receive the quality care my mother receives.

Sincerely,



Barb Montgomery
5811 King Hill Ave.
St. Joseph, Missouri 64504

Wilma J. Randall
Professional Development Specialists, LLP
9200 Snowberry Dr.
Oklahoma City, OK 73165
405-249-5051

October 5, 2009

Mr. Tom Piper
Missouri Health Facilities Review Committee

RE: Vintage Senior Living

Dear Mr. Piper

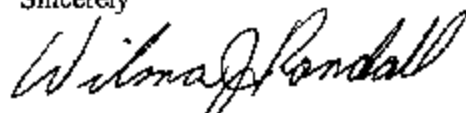
I am pleased to write this support letter for Vintage Gardens where my mother, Elaine Randall, resides.

I could write about the extended waiting list or the need for facilities such as an exercise pool or community room. Rather, I am writing about the professional care my mother receives and the peace-of-mind this provides her family.

Her residency has been approximately 4 years. She has deteriorated in health, including falling and diagnosed with the beginnings of Alzheimer's. Yet, through all of this, the staff has provided security and caring for Mom. As a direct result of this compassion and attention to detail, I am able to continue living and working out-of-town with a secure knowledge that regardless of the situation, my mother is completely taken care of and safe until I am able to return to St. Joseph.

With our society being so mobile and diversified, these facts certainly indicate the need for additional facilities such as Vintage Gardens. There are many families facing the dilemma of quality health care for family members. I believe this organization sets the standard in the assisted living arena. Any prospect for their expansion is an excellent opportunity for this community and families like mine.

Sincerely



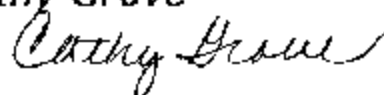
Wilma J. Randall

October 4, 2009

Mr. Piper,

I am writing to you regarding the need for additional quality assisted living in St. Joseph, Missouri. My mother, Marion Buhr, has been a resident at Vintage Gardens North for two years. She is very comfortable, always tells everyone "it's the next best thing to being at home". And we are confident in knowing that she has a comfortable homey environment to spend her last years. Knowing that she has meals prepared, housekeeping assistance, and medication and health management has helped us to be able to continue with our lives, and her to know she is not a burden to us. She enjoys the activities, and I know that with things to do and people around she will remain healthier longer. Frankly, I don't know what we would have done if Vintage hadn't been available when the need arose. We feel blessed each day that she is there, and we are confident that she is getting the best of care. My heart goes out to the families with loved ones on the waiting list for assisted living. I know that if Vintage had not been there for us, our lives would have changed dramatically. As it is, she is safe and comfortable, and we can continue with our jobs and daily life. In my opinion, if there is a waiting list, there is a need.

Thank you,
Cathy Grove



Oct. 6, 2009

Mo. Health Facilities Review Committee

Mr. Tom Piper,

As a four-year resident of Vintage Park South I can warmly recommend an expansion of similar facilities in our area for three reasons:

- ✓ St. Joseph has had for many years a larger than average number of Senior Citizens... and
- ✓ the "Baby Boomers" are retiring... and
- ✓ we are living longer and
- ✓ Vintage Park South is a good answer to these problems.

Even though we are at capacity with an increasing number of people on our waiting list we, as residents, continue to receive quality care at Vintage Park.

I visited several similar retirement facilities, some more than once before choosing Vintage Park. No one place had everything I was looking for but Vintage Park had the most: SAFETY, freedom, privacy, cleanliness, attractive surroundings, a strong recreational and exercise program but

most of all a warm, informal, caring, family-
type atmosphere.

a similar, cost-effective facility could only
continue to serve the citizens of our community.

Sincerely,
Laura M. Bowea

OCTOBER 7TH 2009

MR.TOM PIPER
MO HEALTH FACILITIES REVIEW COMMITTEE

DEAR MR PIPER

JUST A SHORT NOTE TO TELL YOU WHY I CHOOSE LIVING HERE AT THE VINTAGE SENIOR LIVING COMPLEX.

I HAD A MILD STROKE IN 1999 THAT DAMAGED THE NERVES IN MY RIGHT SIDE. ANOTHER ONE IN 2002 LEFT ME WITH EQUILIBRIUM PROBLEMS. I WAS ABLE TO ADJUST AND USED A WALKER PART TIME; I WAS UNABLE TO NEGOTIATE DOWN STEPS WITH THE BALANCE PROBLEM. AFTER BACK SURGERY I WAS UNABLE TO TAKE CARE OF A LARGE HOME, COOK, AND ALSO GAVE UP DRIVING.

MOVING HERE WAS MY CHOICE RATHER THAN HIRE OUTSIDE HELP OR MOVE IN WITH ONE OF MY CHILDREN.

THE ASSISTED LIVING HERE AT VINTAGE HAS SOLVED ALL THE PROBLEMS I HAD LIVING ALONE AND UNABLE TO DRIVE A CAR. THEY HAVE GOOD MEALS IN PLEASANT SURROUNDINGS; AND MOST OF ALL HAVE A WONDERFUL THERAPY ROOM AND PROGRAM WITH DAILY PLANNED EXERCISES.

I WOULD HOPE MORE PEOPLE COULD LEARN ABOUT ASSISTED LIVING AND NOT THINK OF THEM AS NURSING HOMES. AS A RESIDENT I LEARNED OF THE NEED FOR MORE OF THIS TYPE OF LIVING WHEN A LOCAL COMPLEX TOLD THEIR RESIDENTS THEY MUST FIND NEW HOUSING AS THEY WERE CLOSING THE COMPLEX WHERE THEY WERE LIVING. THEY HAD TROUBLE FINDING ASSISTED LIVING PLACES IN ST.JOSEPH.

MORE SENIORS SHOULD COME TO A PLACE LIKE THIS TO ENJOY DAILY ACTIVITIES, SOCIALIZING WITH THE OTHER RESIDENTS AND BEING ABLE TO ATTEND OUTSIDE EVENTS PLANNED BY A DIRECTOR OF RECREATION.

ASSISTED LIVING PROVIDES A WAY FOR HEALTHY SENIORS TO STAY ACTIVE AND CONNECTED TO THEIR FAMILY, FRIENDS AND PEERS.

FRAN MORROW, RESIDENT OF VINTAGE SOUTH 11/2 YEARS.

October 2, 2009

Mr. Tom Piper
Missouri Health Facilities Review Committee


Dear Mr. Piper,

This letter is in support of Vintage Gardens Assisted Living expanding to include an additional assisted living facility.

I have been a resident of Vintage Gardens North since March 2006. It is much more than just a place to live. The amenities provided include activities here at the residence and also off site, a gym where we can continue to improve our health, meals to meet our nutritional requirements, and celebrations for special occasions.

This facility provides a valuable service to the community. Residents can stay close to family, which is such an important component to their quality of life. There have been numerous occasions when people have visited our facility, but due to lack of an opening, had to go elsewhere. Without the additional facility, potential residents might not be able to stay in this community.

Sincerely,



Roberta Smith
3310 Woodbine Rd., Suite 119
St. Joseph, MO 64505

Sept 29, 2009

Dear Mr. Pipes,

I have been a happy resident
here at Vintage Garden North for two years.

After my husband's death, I was miserable
and feared I could never be ~~be~~ light hearted
again. My daughter and husband moved
me here from Springfield, Missouri. In a
short time one day I suddenly
realized I was actually happy and
"light hearted." There are clean well kept
facilities. However the good workers here
really have their hands full. The reputation
of this wonderful care seems to be
overflowing. We really need another
facility. Thank you.

Kathleen Bartley
September 29, 2009

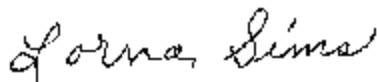
October 6, 2009

Mr. Piper
Missouri Health Facilities Review Committee

Dear Mr. Piper,

Vintage Gardens North has been my home for more than four years and I absolutely love living here! The building is beautiful, the food delicious, the activities are enjoyable, and the helping, caring staff is excellent. We have everything we need, including a gym where we can exercise to get stronger. This is truly a wonderful place to live and I would like to see more people have the opportunity to live here. Unfortunately, I understand that we are full and there is a waiting list for people to move in. How sad! Our community needs more assisted living options so I am in complete support of Vintage Garden's plans for expansion.

Respectfully,



Lorna Sims
3310 N. Woodbine Rd., Suite 202
St. Joseph, Missouri 64505

Frank,

First, let me say that I think your plans for expansion and the amenities you will add are excellent. St. Joseph presently has a high number of senior citizens. However, younger people are continuing to return to the community as they want to "return home" to raise their families. We are also blessed in St. Joseph with an excellent medical community that provides top rate care. St. Joseph is a perfect place to "grow old" and as our population continues to age, more facilities such as yours will be needed.

Second, I want to thank you for the excellent care you have given my Mother who marked her fourth anniversary living at Vintage Gardens North last month. She is still going pretty strong at 91 years old and I attribute much of the credit to her quality of care and well as the healthy activities Vintage Gardens provides. I will plan on being there myself someday!

Betty Akard

Divider III. Service Specific Criteria and Standards.

1. For ICF/SNF beds, address the population-based bed need methodology of fifty-three (53) beds per one thousand (1,000) population age sixty-five (65) and older.

Not applicable.

2. For RCF/ALF beds, address the population-based bed need methodology of twenty-five (25) beds per one thousand (1,000) population age sixty-five (65) and older.

$$\text{Unmet Need} = [(R \times P) - U]$$

$$R = 25/1,000$$

$$P = 2015 \text{ population age 65 and older in 15 mile radius} = 15,850$$

$$U = \# \text{ of RCF and ALF beds in 15 mile radius} = 519$$

$$[(.025 \times 15,850) - 519] = -123$$

While this formula shows a bed surplus, it does not account for the number of beds reported to the state as unavailable. These are licensed beds which are out of service for one reason or another and are not being used by facilities to provide assisted living services—and which are therefore not available to seniors seeking assisted living services. Once the list of unavailable beds is received from the Committee, Applicant will provide an updated need calculation.

3. Document any alternate need methodology used to determine the need for additional beds such as LTCH, Alzheimer's, mental health or other specialty beds.

Mental Health

If beds dedicated to mental health patients are subtracted from the 519 bed inventory, the inventory of beds available for those 65 and older within 15 miles of the proposed facility becomes 281. The following facilities contain beds which are dedicated to mental health patients, or are otherwise unavailable to the typical, over-65 assisted living consumer:

Facility	# Mental Health Beds
Shady Lawn Nursing Home	15
Eastgate Manor	18
Heartland II	52
Heartland	20 (criminal transition)
Hospitality House	12

McDonald Boarding Home	9
Nesa House	10
Oak Tree Manor	20
Shepherd House	11
Silcott Northside Home	17
Starcare	18
Thomas Res Care Center II	16
Thomas Res Care III	20
TOTAL MENTAL HEALTH BEDS	238

This number still includes beds otherwise unavailable as reported to the state, and will be further reduced once this information is available. Using the 281 bed inventory, the need calculation is:

$$[(.025 \times 15,850) - 281] = 115 \text{ beds needed}$$

Other Factors

Finally, several other significant factors indicate that the Committee's need methodology fails to capture the true need for this project in St. Joseph. First, the 15-mile radius methodology fails to consider the differences between service areas. The 15-mile radius surrounding a metropolitan area such as St. Louis or Kansas City is extremely different from a 15-mile radius surrounding St. Joseph. Because the land to the North and West of St. Joseph is quite rural, individuals are accustomed and willing to travel more than 15 miles to find an assisted living facility. Accordingly, the need methodology excludes seniors living in these areas, who do not have assisted living options within 15 miles of their home, but who would like an opportunity to receive services at an assisted living facility such as that proposed by Applicant.

Second, the inadequacy of the need methodology is further illustrated by Applicant's 98.2% occupancy and its waiting list. If the formula's projection of a surplus of assisted living beds was correct—then why is there a waiting list for this facility? This may be due to the fact that of the 519 beds in the inventory, 304 are RCF; and only 215 are ALF. Of those 304 RCF beds, 228 are mental health. For those 65 and older seeking assisted living care, there are no available beds. As shown on the attached list of facilities within the radius and their occupancy rates, several facilities have occupancy rates below Applicant's 98.2% average. However, these lower occupancy rates do not necessarily reflect an availability of beds for seniors. Vintage Senior Living recently conducted surveys, which revealed that its assisted living competitors are at full capacity. In fact, Living Community of St. Joseph, with a reported six-quarter occupancy rate of 83.7%, is full—as are the two facilities in the radius with the lowest occupancy rates (Meadowview Residential Care, 46.6% reported occupancy; and Carriage Square Residential Care, 51% reported occupancy). In addition, Saxton's County Villa, a 100-bed ALF with a reported six-quarter occupancy rate of 65.1%, has no private rooms available, and only 5 semi-

private beds available. The low reported occupancy rates do not correspond to bed availability. Perhaps these facilities originally double-licensed all rooms, but are using these double rooms as private (one-bed) rooms to meet consumer demand. The need formula, which assumes, for example, that all 32 beds at Meadowview are available to seniors, includes many unavailable beds and therefore fails to capture the true need for assisted living beds.

4. For any proposed facility which is designed and operated exclusively for persons with acquired human immunodeficiency syndrome (AIDS), provide information to justify the need for the type of beds being proposed.

Not applicable.

Facilities within 15 mile radius of project site

Facility	County	# beds	Avg 6 Qtr Occupancy
Hospitality House	Buchanan	12 RCF	100%
Shepherd House	Buchanan	11 RCF	100%
McDonald Boarding Home	Buchanan	9 RCF	99.1%
Eastgate Manor	Buchanan	18 RCF	98.4%
Vintage Park of St Joseph LLC	Buchanan	80 ALF	98.2%
Oak Tree Manor	Buchanan	20 RCF	94.1
Thomas Res Care Center II	Buchanan	16 RCF	93.9%
Heartland II	Buchanan	52 RCF	90.7%
Nesa House	Buchanan	10 RCF	90.6%
Living Community of St. Joseph	Buchanan	35 ALF	83.7%
Silcott Northside Home	Buchanan	17 RCF	82.5%
Thomas Res Care II	Buchanan	20 RCF	81.1%
Starcare	Buchanan	18 RCF	76.3%
Heartland	Buchanan	20 RCF	71.4%
Saxton's Country Villa	Buchanan	100 ALF	65.1%
Carriage Square Res Care	Buchanan	32 RCF	51%
Meadowview Res Care	Buchanan	32 RCF	46.6%
Bliss Manor	Buchanan	(closed)	N/A

Divider IV. Financial Feasibility Review Criteria & Standards.

- 1. Document that the proposed costs per square foot are reasonable when compared to the latest RS Means Construction Cost data.**

The proposed costs per square foot, \$92.19, are significantly lower than the RS Means Cost Data Median cost per square foot for outstate assisted living facilities, \$122.76.

- 2. Document that sufficient financing is available by providing a letter from a financial institution or an auditor's statement indicating that sufficient funding is available.**

See attached letter from Commerce Bank.

- 3. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) projected three (3) years beyond completion.**

Attached. Please note that the projections for 2009 represent January through August, and projections for 2011 represent July through December.

- 4. Document how patient charges were derived.**

Resident charges were calculated by using historical analysis of Applicant's current ALF charges while factoring in the increased cost of construction of the new residence. Applicant has deep knowledge of its market and the rates that market will bear, and that knowledge was also instrumental in determining fair resident charges and ensuring that all liabilities can be paid in a timely manner while making a fair return on allocated capital.

- 5. Document responsiveness to the needs of the medically indigent.**

In almost a decade of caring for a wide socioeconomical range of St. Joseph, MO area seniors, Vintage Senior Living has never asked a resident to leave its assisted living residences because of an inability to pay. If that situation would occur, Applicant would assist the resident and their family in finding a suitable community.



Commerce Bank

St. Joseph Banking Center
Post Office Box 1119
St. Joseph, Missouri 64502-1119
(816) 236-5700 • 326 Felix
(816) 236-6800 • 2806 Frederick
(816) 236-5800 • 3303 Ashland

October 2, 2009

Tom Piper
Executive Director
Missouri Health Facilities Review Committee
3418 Knipp Drive, Suite F
Jefferson City, MO 65109

Ref: Vintage Senior Living – CON Application

Dear Mr. Piper:

Commerce has been requested to provide a letter to comment on the availability and sufficiency of funding for the above reference project.

To follow that request, I can comment that Commerce Bank has approved and conditionally committed funding for that project based on the completion of certain terms and conditions.

At this time, we believe that all terms, conditions and contingencies will be completed satisfactorily. Therefore, Commerce can comment that we acknowledge that there will be sufficient funding and capital availability for this project to be started and completed.

Please feel free to contact me if you should have any further questions.

Sincerely,

Victor J. Vare
Vice President

cc: Joe Freudenthal
Frank Freudenthal



Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

Historical Financial Data for Latest Three Years plus Projections Through Three Years Beyond Project Completion

(Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.)

	Year		
	2007	2000	2009
Amount of Utilization:*	28696	28648	19222
Revenue:			
Average Charge**	\$84.66	\$85.70	\$87.52
Gross Revenue	\$2,429,487	\$2,455,197	\$1,682,295
Revenue Deductions			
Operating Revenue			
Other Revenue			
TOTAL REVENUE	\$2,429,487	\$2,455,197	\$1,682,295
Expenses:			
Direct Expense			
Salaries	957,838	967,382	629,088
Fees	32,252	38,300	32,321
Supplies	241,588	257,213	198,138
Other	131,288	149,079	93,622
TOTAL DIRECT	\$1,362,966	\$1,411,974	\$953,169
Indirect Expense			
Depreciation	196,444	157,682	78,240
Interest***	302,187	330,507	130,940
Overhead****	207,706	212,170	241,656
TOTAL INDIRECT	\$706,337	\$700,359	\$450,836
TOTAL EXPENSE	\$2,069,305	\$2,112,333	\$1,404,006
NET INCOME (LOSS):	\$360,182	\$342,864	\$278,289

* Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

** Indicate how the average charge/procedure was calculated.

*** Only on long term debt, not construction.

**** Indicate how overhead was calculated.



Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

Historical Financial Data for Latest Three Years plus Projections Through Three Years Beyond Project Completion

(Use on individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.)

	Year		
	2011	2012	2013
Amount of Utilization:*	17826	41900	42506
Revenue:			
Average Charge**	590.16	\$92.66	\$93.88
Gross Revenue	\$1,607,259	\$3,882,615	\$3,990,493
Revenue Deductions			
Operating Revenue			
Other Revenue			
TOTAL REVENUE	\$1,607,259	\$3,882,615	\$3,990,493
Expenses:			
Direct Expense			
Salaries	\$ 670,415	\$1,413,149	\$1,436,558
Fees	30,166	70,402	72,291
Supplies	181,343	427,377	438,982
Other	92,891	211,503	216,643
TOTAL DIRECT	\$ 974,815	\$2,122,432	\$2,164,474
Indirect Expense			
Depreciation	N/A	N/A	N/A
Interest***	N/A	N/A	N/A
Overhead****	\$ 577,736	\$1,244,177	\$1,264,021
TOTAL INDIRECT	\$ 577,736	\$1,244,177	\$1,264,021
TOTAL EXPENSE	\$1,552,551	\$3,366,609	\$3,428,500
NET INCOME (LOSS):	\$ 54,708	\$ 516,006	\$ 561,993

* Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

** Indicate how the average charge/procedure was calculated.

*** Only on long term debt, not construction.

**** Indicate how overhead was calculated.

Vintage Gardens Assisted Living: East Residence
Explanation of Service Specific Revenues and Expenses

Average Charge is calculated on a Per Patient Day basis by dividing the Total Revenue by the number of Patient Days.

Direct Expenses Explanations:

- **Salaries** section includes salaries, payroll taxes, staff benefits (inc. health insurance, education, uniforms), and work comp insurance.
- **Fees** section includes consultants, contracted services, and professional fees.
- **Supplies** section includes dietary supplies, food, housekeeping supplies, laundry supplies, medical supplies, recreation supplies, repair and maintenance supplies, small equipment, and office supplies.
- **Other** section includes equipment rental, utilities, dues and subscriptions, licenses, auto expense/travel, meeting expense, telephone, marketing, and bank charges.

Indirect Expenses Explanations:

- **Depreciation** expense calculated for 2007, 2008, and 2009 through June.
- **Interest** expense calculated for 2007, 2008, and 2009 through June.
- **Overhead** section includes rent (July 2009 on), property and liability insurance, amortization expense, property taxes, and management fees.



L A S H L Y & B A E R , P . C .

November 12, 2009

MARGARET C. SCAVOTTO
(314) 436-3302
m scavotto@lashlybaer.com
Licensed in Missouri and Illinois

Donna Schuessler
Health Planning Specialist
Missouri Health Facilities Review Committee
VIA EMAIL

**Re: #4427 RS: Vintage Gardens Assisted Living: East Residence
\$3,889,531, Establish 45-Bed ALF
Response to Request for Additional Information**

Dear Donna:

Below are Applicant's responses to your request for additional information regarding the above-referenced project. Please contact me at the telephone number or e-mail address above if further information or discussion is needed.

- According to the Proposed Project Budget, \$200,000 of the total project cost is to be funded with unrestricted funds. Document the source and availability of these funds.

Response: \$200,000 represents the cost of the land allocated to this project, which Applicant already owns.

- Explain how the \$200,000 for land acquisition costs was calculated.

Response: The purchase price of the land was \$290,000. An additional \$10,000 was spent on improvements to the land. Two-thirds of the total land acquisition cost (\$300,000) is allocable to this project (\$200,000).

- The projected utilization shown on pages 12 and 73 should be for only the 45-bed ALF (rather than both facilities).

Response: Please see attached revised Service-Specific Revenues and Expenses Form. The projected utilization table on page 12 of the Application should be replaced with the following table:

Attorneys at Law
714 Locust Street Saint Louis, Missouri 63101-1699 Telephone 314.621.2939
20 East Main Street Belleville, Illinois 62220-1602 Telephone 618.233.5587
Fax 314.621.6844 www.lashlybaer.com

Member
US Law
Firm

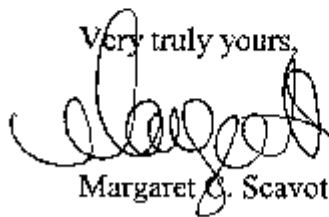
November 12, 2009

Page 2

Projected Utilization:

2011 (July to December)	2012	2013
3,491	13,244	13,853

Very truly yours,



Margaret C. Scavotto

MCS/dk

Enclosure



Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

Historical Financial Data for Latest Three Years plus Projections Through Three Years Beyond Project Completion

(Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.)

	JUL-DEC 2011	Year 2012	2013
Amount of Utilization:*	3,491	13,244	13,853
Revenue:			
Average Charge**	\$93	\$96	\$96
Gross Revenue	\$326,269	\$1,271,556	\$1,324,624
Revenue Deductions	0	0	0
Operating Revenue	326,269	1,271,556	1,324,624
Other Revenue	0	0	0
TOTAL REVENUE	\$326,269	\$1,271,556	\$1,324,624
Expenses:			
Direct Expense			
Salaries	189,161	431,393	443,872
Fees	5,440	19,961	21,259
Supplies	29,464	122,499	135,427
Other	21,268	65,395	68,967
TOTAL DIRECT	\$245,333	\$639,248	\$669,525
Indirect Expense			
Depreciation	0	0	0
Interest***	0	0	0
Overhead****	169,146	402,257	422,584
TOTAL INDIRECT	\$169,146	\$402,257	\$422,584
TOTAL EXPENSE	\$414,479	\$1,041,505	\$1,092,109
NET INCOME (LOSS):	-\$88,210	\$230,051	\$232,515

* Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

** Indicate how the average charge/procedure was calculated.

*** Only on long term debt, not construction.

**** Indicate how overhead was calculated.